

Financial Statements of

**SAINT JOHN REGIONAL  
HOSPITAL FOUNDATION,  
INC.**

And Independent Auditors' Report thereon

Year ended March 31, 2020



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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Saint John Regional Hospital Foundation, Inc.

### **Qualified Opinion**

We have audited the financial statements of Saint John Regional Hospital Foundation, Inc. (the Foundation), which comprise:

- the statement of financial position as at March 31, 2020
- the statement of operations for the year then ended
- the statement of changes in fund balances for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, except for the possible effects of the matter described in the "**Basis for Qualified Opinion**" section of our auditors' report the accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as at March 31, 2020 and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

### **Basis for Qualified Opinion**

In common with many not-for-profit organizations, the Foundation derives revenue from fundraising projects and donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of this revenue was limited to the amounts recorded in the records of the Foundation.

Therefore, we were not able to determine whether any adjustments might be necessary to:

- the assets reported in the statements of financial position as at March 31, 2020 and March 31, 2019
- the donations and gaming and revenues excess (deficiency) of revenues over expenses reported in the statements of operations for the years ended March 31, 2020 and March 31, 2019
- the fund balances, at the beginning and at the end of the year, reported in the statements of changes in fund balances for the years ended March 31, 2020 and March 31, 2019
- the excess (deficiency) of revenues over expenses reported in the statements of cash flows for the years ended March 31, 2020 and March 31, 2019.



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Our opinion on the financial statements for the year ended March 31, 2019 was qualified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the **"Auditors' Responsibilities for the Audit of the Financial Statements"** section of our auditors' report.

We are independent of the Foundation in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### ***Responsibilities of Management and Those Charged with Governance for the Financial Statements***

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Foundation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Foundation or to cease operations, or has no realistic alternative but to do so.

Those charged with Governance are responsible for overseeing the Foundation's financial reporting process.

### ***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.



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We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit 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 Foundation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Foundation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Foundation to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation
- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

A handwritten signature in black ink that reads 'KPMG LLP' with a horizontal line underneath.

Chartered Professional Accountants

Saint John, Canada

June 19, 2020

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

## Statement of Financial Position

March 31, 2020, with comparative information for 2019

	2020	2019
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 2,597,099	\$ 1,806,274
HST recoverable	205,062	146,701
Accounts receivable	6,900	6,500
Pledges receivable	1,798,001	394,000
Deposit on Home Lottery prize	200,000	100,000
Prepaid expenses	17,514	39,803
	<u>4,824,576</u>	<u>2,493,278</u>
Pledges receivable	570,391	132,485
Investments (note 2)	22,288,922	23,633,981
Capital assets (note 3)	185,097	157,098
	<u>\$ 27,868,986</u>	<u>\$ 26,416,842</u>

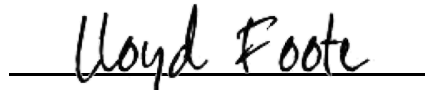
## Liabilities and Fund Balances

Current liabilities:		
Accounts payable and accrued liabilities	\$ 90,755	\$ 147,606
Due to Horizon Health Network	490,457	231,933
	<u>581,212</u>	<u>379,539</u>
Fund balances (note 4):		
General funds	10,618,489	8,848,292
Endowment funds - restricted	10,678,211	12,236,445
Designated funds - restricted	5,991,074	4,952,566
	<u>27,287,774</u>	<u>26,037,303</u>
	<u>\$ 27,868,986</u>	<u>\$ 26,416,842</u>

See accompanying notes to financial statements.

On behalf of the Board:

 Director

 Director

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

## Statement of Operations

Year ended March 31, 2020, with comparative information for 2019

	General funds	Endowment funds	Designated funds	Total 2020	Total 2019
<b>Revenues:</b>					
Donations	\$ 4,251,840	\$ 79,309	\$ 2,282,058	\$ 6,613,207	\$ 6,111,868
Gaming (note 5)	1,349,376	-	-	1,349,376	1,169,616
Bank interest income	18,914	-	-	18,914	12,541
Investment Income (note 6)	470,099	325,168	-	795,267	836,901
	<u>6,090,229</u>	<u>404,477</u>	<u>2,282,058</u>	<u>8,776,764</u>	<u>8,130,926</u>
<b>Expenses:</b>					
Direct (Schedule 1)	1,123,119	-	29,594	1,152,713	1,005,957
Administrative (Schedule 2)	770,638	-	-	770,638	608,961
	<u>1,893,757</u>	<u>-</u>	<u>29,594</u>	<u>1,923,351</u>	<u>1,614,918</u>
Excess of revenues over expenses before projects, awards, donations and scholarships	4,196,472	404,477	2,252,464	6,853,413	6,516,008
Projects, awards, donations and scholarships (note 9)	1,955,290	956,304	1,033,822	3,945,416	4,669,874
	<u>2,241,182</u>	<u>(551,827)</u>	<u>1,218,642</u>	<u>2,907,997</u>	<u>1,846,134</u>
Unrealized gain (loss) on investments	(831,428)	(826,098)	-	(1,657,526)	429,442
Excess (deficiency) of revenues over expenses	\$ 1,409,754	\$ (1,377,925)	\$ 1,218,642	\$ 1,250,471	\$ 2,275,576

See accompanying notes to financial statements.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

## Statement of Changes In Fund Balances

Year ended March 31, 2020, with comparative information for 2019

	General funds	Endowment funds	Designated funds	Total 2020	Total 2019
Fund balances, beginning of year	\$ 8,848,292	\$ 12,236,445	\$ 4,952,566	\$ 26,037,303	\$ 23,761,727
Excess (deficiency) of revenues over expenses	1,409,754	(1,377,925)	1,218,642	1,250,471	2,275,576
Fund transfers	360,443	(180,309)	(180,134)	-	-
Fund balances, end of year	\$ 10,618,489	\$ 10,678,211	\$ 5,991,074	\$ 27,287,774	\$ 26,037,303

See accompanying notes to financial statements.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

## Statement of Cash Flows

Year ended March 31, 2020, with comparative information for 2019

	2020	2019
Cash provided by (used in):		
Operating:		
Excess (deficiency) of revenues over expenses:		
General funds	\$ 1,409,754	\$ 2,011,704
Endowment funds	(1,377,925)	(231,308)
Designated funds	1,218,642	495,180
	<u>1,250,471</u>	<u>2,275,576</u>
Items not involving cash:		
Realized gain on disposal of investments	(323,989)	(283,758)
Unrealized loss (gain) on investments	1,657,526	(429,442)
Amortization	12,748	12,567
	<u>2,596,756</u>	<u>1,574,943</u>
Changes in non-cash operating working capital:		
HST recoverable	(58,361)	(19,216)
Accounts receivable	(400)	24,225
Pledges receivable	(1,841,907)	(236,370)
Deposit on Home Lottery prize	(100,000)	-
Prepaid expenses	22,289	(5,750)
Accounts payable and accrued liabilities	(56,851)	79,640
Due to Horizon Health Network	258,524	(94,099)
	<u>(1,776,706)</u>	<u>(251,570)</u>
	820,050	1,323,373
Investing activities:		
Proceeds from disposal of investments	4,235,096	3,261,148
Purchase of investments	(4,223,574)	(3,397,537)
Purchase of capital assets	(40,747)	-
	<u>(29,225)</u>	<u>(136,389)</u>
Increase in cash and cash equivalents	790,825	1,186,984
Cash and cash equivalents, beginning of year	1,806,274	619,290
<u>Cash and cash equivalents, end of year</u>	<u>\$ 2,597,099</u>	<u>\$ 1,806,274</u>

See accompanying notes to financial statements.



# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements

Year ended March 31, 2020

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Saint John Regional Hospital Foundation, Inc. (the "Foundation") was incorporated under the laws of the Province of New Brunswick as a corporation without share capital. The Foundation is a registered charity and is exempt from income taxes. The Foundation's mission is to raise funds to support the advancement of equipment, research, education, mental health and patient comfort in New Brunswick.

## 1. Significant accounting policies:

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the CPA Canada Handbook.

### *Fund Accounting:*

The accounts of the Foundation are maintained in accordance with the principles of fund accounting. Under fund accounting, resources for various purposes are classified for accounting and reporting purposes into funds established according to their nature and purpose. The Foundation records its activities in the following funds:

#### *General funds*

The General funds account for all resources over which the Board of Directors has discretionary control to use in executing the operations of the Foundation, including funds that may be internally designated for specific projects.

#### *Designated funds*

The purpose of the designated funds account is to accept donations for specified purposes that are to be disbursed by the authorized signatories for specific projects related to health care initiatives of the Saint John Regional Hospital and community services in New Brunswick.

#### *Endowment funds*

##### *MindCare endowment*

The original capital of \$1,300,000, which is to be maintained permanently, was awarded to the Foundation. This endowment income is to be used as follows: 77% for education and 23% for research.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

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## 1. Significant accounting policies (continued):

A court order in 1995 established that up to 30% of investment income earned in the year by the Endowment Funds' original capital of \$1,300,000, can be used by the Foundation for administration. Investment income utilized in this manner is recognized as an increase in the General funds.

### *Other endowments*

Other endowments are to be maintained in perpetuity and only investment income is to be expended for the purposes noted in each of the Endowment Agreements.

#### (a) Revenue recognition:

Donation revenue and pledges are recognized in the year when they are received or become receivable if the amount can be reasonably estimated and collection can be reasonably assured. Investment income includes interest, dividends and realized gains and losses. Interest and dividend income is recognized on an accrual basis. Realized gain (loss) on disposal of investments is the difference between proceeds received and the cost of the investment sold. All changes in fair value are recognized in investment income and part of unrealized gain (loss) in investments.

Unrestricted contributions are recognized as revenue of the General funds and restricted contributions are recognized as revenue in the appropriate restricted fund.

#### (b) Cash and cash equivalents:

Cash and cash equivalents consists of cash with banks and highly liquid short-term instruments with original maturities of three months or less.

#### (c) Foreign exchange:

The Foundation is exposed to currency risk as a result of its United States dollar denominated investments. These investments are translated at exchange rates in effect at the statement of financial position date. Investment income is translated at month end exchange rates prevailing during the year.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

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## 1. Significant accounting policies (continued):

(d) Capital assets:

Capital assets are stated at cost, less accumulated amortization. Amortization is provided using the straight-line method at the following annual rates:

Asset	Rate
Office and equipment	5 years
Leasehold improvements	20 years

(e) Contributions in kind and donated services:

The Foundation occupies premises at the Saint John Regional Hospital on a rent-free basis. As well a significant amount of volunteer services is utilized by the Foundation during various fundraising events. Due to the difficulty of determining a fair value for these items, rent and donated services are not recognized in the financial statements.

(f) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Freestanding derivative instruments that are not in a qualifying hedging relationship and equity instruments that are quoted in an active market are subsequently measured at fair value using closing prices. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Foundation has elected to carry its fixed income investments at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

## 1. Significant accounting policies (continued):

Financial instruments (continued):

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Foundation determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Foundation expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

### (g) Use of estimates:

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Estimates are used for, but not limited to, determination of fair values, the valuation of accounts receivable, pledges receivable, the useful lives of capital assets, and accruals. Actual results could differ from those estimated.

## 2. Investments:

Investments consist of the following:

	2020	2019
Canadian - fixed income	\$ 11,462,036	\$ 11,941,924
Canadian - equity	6,552,616	8,066,537
United States - equity	3,066,654	3,259,689
International - equity	1,207,616	365,831
	<u>\$ 22,288,922</u>	<u>\$ 23,633,981</u>

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

### 3. Capital assets:

			2020	2019
	Cost	Accumulated amortization	Net book value	Net book value
Office and equipment	\$ 43,385	\$ 7,911	\$ 35,474	\$ 3,956
Leasehold improvements	170,983	21,360	149,623	153,142
	<u>\$ 214,368</u>	<u>\$ 29,271</u>	<u>\$ 185,097</u>	<u>\$ 157,098</u>

Included in office and equipment is a deposit on capital of \$33,495 that has no amortization.

### 4. Commitments:

At March 31, 2020, the Foundation has commitments for expenditures for the following funds:

	General funds	Endowment funds	Designated funds	Total
Fund balances	\$ 10,618,489	\$ 10,678,211	\$ 5,991,074	\$ 27,287,774
Commitments	(7,576,937)	-	-	(7,576,937)
Restricted funds	-	(10,678,211)	(5,991,074)	(16,669,285)
Unrestricted fund balances	<u>\$ 3,041,552</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,041,552</u>

The Endowment funds balance is comprised of \$9,501,617 of capital and \$1,176,594 of realized and unrealized investment income.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

## 5. Gaming:

	2020	2019
Revenues:		
Home lottery	\$ 4,915,560	\$ 3,663,846
Employee lottery	112,890	121,306
	<u>5,028,450</u>	<u>3,785,152</u>
Expenses:		
Home lottery	3,637,137	2,573,147
Employee lottery	41,937	42,389
	<u>3,679,074</u>	<u>2,615,536</u>
Excess of revenues over expenses	<u>\$ 1,349,376</u>	<u>\$ 1,169,616</u>

## 6. Investment income:

	2020	2019
Investment income	\$ 923,601	\$ 958,763
Management fees	(128,334)	(121,862)
	<u>\$ 795,267</u>	<u>\$ 836,901</u>

Investment income includes realized gain on disposal of investments of \$323,989 (2019 - \$283,758).

All of the investments of the Foundation are managed collectively. As a result, realized investment income, unrealized gains (loss) and investment management fees (net investment income) must be allocated to the various funds. Net investment income is allocated on a monthly basis. The endowment funds balance is divided by the total fair market value of the Foundation's investments to determine the percentage of net investment income to allocate to the endowment funds. The investment income not allocated to the endowment funds is allocated to the general funds.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

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## 7. Economic relationship:

The Foundation funds advancement of equipment, research, education, mental health and patient comfort. During the year, the Foundation provided funding to the Saint John Regional in the amount of \$2,101,087 (2019 - \$2,709,747).

These parties have an economic relationship as the Foundation raises funds in support of New Brunswick Healthcare and occupies premises at the Saint John Regional Hospital on a rent-free basis.

## 8. Financial risks:

### (a) 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 Foundation is exposed to interest rate risk on its fixed rate financial instruments. Fixed-rate instruments subject the Foundation to a fair value of risk, since fair value fluctuates inversely to change in market interest rates.

### (b) 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 its issuer, or factors affecting all similar financial instruments traded in the market. The Foundation is exposed to other price risk through its investments in listed shares for which the value fluctuates with the quoted market price.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

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## 8. Financial risks (continued):

### (c) 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 exchange rates. Approximately 15% of the Foundation's investments are in United States dollar or other foreign currency. Consequently, some assets are exposed to foreign exchange fluctuations. As at March 31, 2020, cash and investment balances of \$141 and \$4,274,270 respectively, (2019 - \$191 and \$3,625,520) are denominated in United States dollars and converted into Canadian dollars.

### (d) Credit risk:

Credit risk is the risk that an issuer or counterparty will be unable or unwilling to meet a commitment that it has entered into with the Foundation. The Foundation is exposed to credit risk on its fixed income investments. The Foundation mitigates this risk by restricting fixed income investments to instruments with high quality credit ratings. The Foundation is exposed to credit risk on its pledges receivables. The collectibility of the pledges receivable is assessed on an individual basis and written off in the statement of operations when deemed not recoverable. There has been no change to the risk exposures from 2019.

The Foundations financial instruments are impacted by greater uncertainty surrounding currency, interest rate and other price volatility due to uncertainty in the environment due to the pandemic. The Foundation is continually monitoring the impact of market volatility on its financial instruments and will make adjustments to investment strategies as required to reduce the risk on the Foundation's operations and financial position.

## 9. Donation:

During the year, the Foundation received \$131,389 (2019 - \$716,158) in donations designated for residential palliative care. These funds were recorded in the designated fund and granted to Hospice Greater Saint John, a registered charity.



# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

Notes to Financial Statements (continued)

Year ended March 31, 2020

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## **10. Impact of COVID-19:**

On March 11, 2020, the World Health Organization declared the Coronavirus COVID-19 (COVID-19) outbreak a pandemic. This has resulted in significant financial, market and societal impacts in Canada and around the world.

The ultimate duration and magnitude of the COVID-19 pandemic's impact on the Foundation's operations and financial position is not known at this time. These impacts could include a decline in future cash flows, changes to the value of assets and liabilities, and the use of accumulated net assets to sustain operations. An estimate of the financial effect of the pandemic on the Foundation cannot be determined at this time.

# SAINT JOHN REGIONAL HOSPITAL FOUNDATION, INC.

## Schedule 1 - Direct Expenses

Year ended March 31, 2020, with comparative information for 2019

	General funds	Designated funds	Total 2020	Total 2019
Bank charges	\$ 15,335	\$ 241	\$ 15,576	\$ 14,232
Donor recognition	1,787	-	1,787	3,893
Event supplies	4,463	9,773	14,236	40,314
Catering	17,556	15,163	32,719	33,957
Miscellaneous	7,990	2,407	10,397	13,504
Office	1,160	219	1,379	5,493
Postage	40,312	-	40,312	23,542
Printing/graphics	28,903	819	29,722	22,966
Professional fees	11,161	-	11,161	37,087
Promotion	371,138	912	372,050	260,353
Purchased services	6,856	-	6,856	1,916
Salaries	602,371	-	602,371	535,637
Travel and education	14,087	60	14,147	13,063
	\$ 1,123,119	\$ 29,594	\$ 1,152,713	\$ 1,005,957

## Schedule 2 - Administrative Expenses

Year ended March 31, 2020, with comparative information for 2019

	2020	2019
Amortization	\$ 12,748	\$ 12,567
Donor recognition	15,831	14,181
Insurance	7,277	5,763
Interest and bank charges	12,509	13,620
Meeting expense	14,112	12,112
Miscellaneous	3,775	11,804
Office	73,260	55,913
Postage	86	574
Printing and graphics	-	1,585
Professional fees	62,407	23,826
Salaries	498,456	424,492
Telephone	13,057	11,440
Travel and education	57,120	21,084
	\$ 770,638	\$ 608,961