

Association of Fundraising Professionals (Manitoba Chapter) Inc.
Financial Statements
December 31, 2021
(unaudited)

Shannon Quesnel Chartered Professional Accountant

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INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

To the Members of Association of Fundraising Professionals (Manitoba Chapter) Inc.:

I have reviewed the accompanying financial statements of Association of Fundraising Professionals (Manitoba Chapter) Inc. that comprise the statement of financial position as at December 31, 2021, and the statements of operations, changes in members' 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.

Practitioner's Responsibility


My responsibility is to express a conclusion on the accompanying financial statements based on my review. I conducted my review in accordance with Canadian generally accepted standards for review engagements, which require me to comply with relevant ethical requirements.

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

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

Conclusion

Based on my review, nothing has come to my attention that causes me to believe that the financial statements do not present fairly, in all material respects, the financial position of Association of Fundraising Professionals (Manitoba Chapter) Inc. as at December 31, 2021, and the results of its operations, changes in members' net assets and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.



April 21, 2022
Winnipeg, Canada

Chartered Professional Accountant

Association of Fundraising Professionals (Manitoba Chapter) Inc.
Statement of Operations

For the year ended December 31, 2021
(unaudited)

	2021	2020
Revenue		
Manitoba Philanthropy Awards (Note 3)	\$ 74,406	\$ 43,807
Job postings fees	19,397	7,350
Professional Development programs	4,231	2,542
Membership fees	9,388	8,650
Every Member Campaign	813	2,384
Educational grant	-	500
IDEA	-	112
Interest and other income	904	933
	<u>109,139</u>	<u>66,278</u>
Expenses		
Manitoba Philanthropy Awards (Note 3)	65,078	47,880
Professional Development programs	2,641	1,872
Chapter development	3,639	2,949
Membership development	4,976	920
Educational grants	3,485	1,932
IDEA and ethics	2,428	2,784
Communications and public relations	415	185
Office and administrative expenses	2,357	3,491
Administrative services	14,688	14,616
Accounting and legal fees	1,140	1,444
Special projects (Note 4)	4,100	-
	<u>104,947</u>	<u>78,073</u>
Excess (Deficiency) of Revenues over Expenses	<u>\$ 4,192</u>	<u>\$ (11,795)</u>

Association of Fundraising Professionals (Manitoba Chapter) Inc.

Statement of Changes in Members' Net Assets

For the year ended December 31, 2021

(unaudited)

			2021	2020
	Internally restricted for special projects	Unrestricted	Total	Total
Balance, beginning of year	\$ 7,850	\$ 67,740	\$ 75,590	\$ 87,385
Excess (deficiency) of revenues over expenses	-	8,292	8,292	(11,795)
Internally restricted	<u>(4,100)</u>	<u>-</u>	<u>(4,100)</u>	<u>-</u>
Balance, end of year	<u>\$ 3,750</u>	<u>\$ 76,032</u>	<u>\$ 79,782</u>	<u>\$ 75,590</u>

Association of Fundraising Professionals (Manitoba Chapter) Inc.**Statement of Financial Position**

As at December 31, 2021

(unaudited)

	2021	2020
Assets		
Current		
Cash	\$ 39,795	\$ 42,479
Term deposit maturing within one year	35,232	10,655
Accounts receivable	12,045	3,448
Prepaid expenses	1,379	1,449
Accrued interest	322	351
	<u>88,773</u>	<u>58,382</u>
Term deposit	-	23,842
	<u>\$ 88,773</u>	<u>\$ 82,224</u>
Liabilities		
Current		
Accounts payable and accrued expenses	<u>8,991</u>	<u>6,634</u>
	<u>8,991</u>	<u>6,634</u>
Members' Net Assets		
Internally restricted for special projects	3,750	7,850
Unrestricted	<u>76,032</u>	<u>67,740</u>
	<u>79,782</u>	<u>75,590</u>
	<u>\$ 88,773</u>	<u>\$ 82,224</u>

Approved on behalf of the Board of Directors:

Director

Director

Association of Fundraising Professionals (Manitoba Chapter) Inc.**Statement of Cash Flows**

For the year ended December 31, 2021

(unaudited)

	2021	2020
Operating activities		
Excess (deficiency) of revenues over expenses	\$ 4,192	\$ (11,795)
Net change in non-cash working capital	<u>(6,141)</u>	<u>5,168</u>
Decrease in cash and cash equivalents	<u>(1,949)</u>	<u>(6,627)</u>
Cash and cash equivalents, beginning of year	<u>76,976</u>	<u>83,603</u>
Cash and cash equivalents, end of year		
Cash	39,795	42,479
Term deposits	<u>35,232</u>	<u>34,497</u>
	<u>\$ 75,027</u>	<u>\$ 76,976</u>

Association of Fundraising Professionals (Manitoba Chapter) Inc.

Notes to the Financial Statements

Year ended December 31, 2021

(unaudited)

1. Status and purpose of the organization

The Association of Fundraising Professionals (Manitoba Chapter) Inc. ("AFP Manitoba") is incorporated as a not-for-profit organization without share capital in the Province of Manitoba and is not subject to income tax under the *Income Tax Act*. AFP Manitoba is the Manitoba Chapter of AFP Canada, which in turn is a member of AFP Global, and was chartered in 1996. AFP Manitoba is one of 21 Canadian chapters and more than 200 worldwide. AFP Manitoba brings together individuals and organizations that serve their communities in many ways, through a variety of sectors, representing a wide range of demographics, each driven by mission statements that tackle some of society's most important issues, and works to advance philanthropy through advocacy, research, education and certification programs.

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

AFP Manitoba 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 they are received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Professional development programs fees are recognized as revenue when the programs are held.

Membership fees are recognized as revenue proportionately over the fiscal year to which they relate.

b) Capital assets

Capital assets are recorded as expenses in the year they are acquired. There were no capital assets acquired in 2021 or 2020.

c) Contributed services

Volunteers contribute their time to assisting AFP Manitoba in delivering its services. Because of the difficulty in determining their fair value, contributed services are not recognized in the financial statements.

d) Financial instrument measurement

AFP Manitoba initially measures its financial assets and financial liabilities at fair value. It subsequently measures its financial assets and financial liabilities at amortized cost.

Financial assets subsequently measured at amortized cost include cash, term deposits, accounts receivable, prepaid expenses and accrued interest. Financial liabilities measured at amortized cost include accounts payable and accrued expenses.

3. Gifts in kind

Included in the revenues and expenses of the Manitoba Philanthropy Awards are three gifts in kind received by AFP Manitoba. AFP Manitoba was provided advertising services, audio-visual services, and video production services with a combined fair value of \$32,329 (2020 - \$22,302) and in return, the donors were recognized as sponsors of the event. No gain or loss was recorded on these transactions.

4. Internal restrictions

In 2016, the Board of Directors of AFP Manitoba resolved to restrict \$25,000 for non-recurring special projects. In 2021, \$4,100 (2020 - \$nil) was disbursed.

5. Remuneration of Board Members

AFP Manitoba is administered by a board of volunteers elected annually at a special meeting of members, for ratification at the Annual General Meeting. No remuneration for services is paid to any volunteer board member.

6. Financial instruments

AFP Manitoba is exposed to various risks through its financial instruments. The following analysis presents AFP Manitoba's exposures to significant risk at December 31, 2021.

Credit risk

AFP Manitoba is exposed to credit risk with respect to term deposits and accounts receivable. AFP Manitoba assesses, on a continuous basis, accounts receivable on the basis of amounts it is virtually certain to receive. The credit risk with respect to term deposits is insignificant since they are held in a large financial institution.

Interest rate risk

AFP Manitoba is exposed to interest rate risk on its term deposits, as they subject AFP Manitoba to risk of changes in fair value. The weighted average interest rate on term deposits at December 31, 2021 was 1.92% (2020 – 2.13%). Both term deposits, with balances of \$10,794 and \$24,438 respectively, mature in July 2022.