

CANADA COMPANY

Many Ways to Serve Annual Report 2013



CHARITABLE REGISTRATION NUMBER: 83851 6094 RR0001

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Col Blake C. Goldring, M.S.M. Founder and Chairman of Canada Company and Honorary Colonel, Canadian Army

Message from the Founder

2013 was another stellar year for Canada Company and the initiatives we undertake to support our Canadian Armed Forces (CAF) and their families. Our Military Employment Transition (MET) Program saw its second year and finished 2013 with just over 100 Employer Partners on board with our coalition's commitment to hire 10,000 Veterans by 2023. With 150 Veterans hired over the course of the year, and over 500 registered members now in the program, we are making an impact helping find rewarding civilian careers for the brave men and women who serve in the Canadian Armed Forces. We continue to make great progress in establishing, fostering and driving the connection and relationship between CAF members who want to transition to 'civvy street', and the leaders in the public and private sector who offer employment opportunities.

Our Canada Company membership has grown to over 500 dedicated and enthusiastic members across Canada with chapters in Quebec, Ontario, British Columbia and Alberta making incredible contributions to fundraising and the support of Canada Company initiatives. We look forward to expanding our members and chapters in the next year, further increasing our ability to lend our voices, expertise and resources to support and champion our Canadian Armed Forces.

In 2013 our members once again honoured the memory of CAF Personnel by awarding scholarships to 11 children of military parents killed while serving on active mission with the Canadian Armed Forces. These young men and women will be supported as they pursue post-secondary education at institutions across Canada. Canada Company is proud to pay tribute to the selfless sacrifice that Canada's brave military personnel make in the service of their country through these scholarship awards.

During 2013, Canada Company and its members made significant contributions and ran a number of successful fundraising events to support our Military.

Canada Company gave a major financial boost to the Chaplains' Benevolent Fund, which supports military families during emergencies or crises. 19 Wing Honorary Colonel and Canada Company BC Chapter President, Donald Hewson, presented a \$10,000 cheque to the Fund on December 2nd, along with \$1,311 raised by attendees of a Christmas service the day before. HCol Hewson personally raised an additional \$1,500 which was also donated to the Fund.

On Friday, October 25th, at Fort York Armoury in Toronto, Canadian and US Military and Emergency First Responders ran a 'Ringside for Heroes' event, going head to head in the ring and raising over \$10,000 to support the Canadian Armed Forces and their families.

Canada Company's Quebec Chapter, led by Steve Gregory, ran a Remembrance Dinner at the Cote-des-Neiges Armoury, resulting in an evening of remembrance,

discussion and fine dining. BGen Lanthier, the Guest of Honour, spoke on management within the CAF, and the challenges of tracking and supporting personnel with Operational Stress Injury. Sponsored by West Jet and Via Rail, the event was a huge success, with a raffle that raised \$5,000 towards Canada Company's charitable initiatives.

On Friday, June 21st, 16 teams participated in the second annual Operation Executive Precision Shoot at Canadian Forces Base Borden. OEPS was an opportunity for civilians to experience a day in the boots of a CAF member, and raised funds for the Canada Company MET program.

Also in June, the 5th Annual Canada Company Golf Tournament took place at Devil's Pulpit raising over \$80,000. 144 golfers were treated to a number of interesting military demonstrations and unique challenges compliments of the Canadian Armed Forces at this sold out event.

Seven years of intense planning paid off in 2013 for Quebec Chapter President Steve Gregory. Op Husky 2013 was the commemoration of the 70th Anniversary of the Allied Invasion of Sicily. Thanks to Steve, the sacrifices of 562 fallen Canadian soldiers from the 1st Canadian Division were recognized, and all Canadians understood the important contributions our Troops made to this critical mission. A Canadian contingent made a 20-day commemorative journey through Sicily, retracing the steps of Canadian soldiers. Their journey began July 10, on the beaches of Pachino and the march concluded in Agira. 60 Canadian Armed Forces personnel also took part in the march, which ended in a moving ceremony of remembrance at the Agira Canadian War Cemetery on July 30. Thanks to the efforts of Steve, there is now a Canadian exhibit at the Catania War Museum.

To cap off the year, on Friday, March 1st, the Canada Company Ottawa Chapter made it possible for Serving (and retired) Regular (and Reserve) Forces personnel to ski and snowboard for free at Mont Ste. Marie, in special appreciation for their service and sacrifice.

There are Many Ways to Serve.

I am very proud of everything that Canada Company accomplished this year. With the assistance of our members, donors and event sponsors, we will continue to ensure that our men and women in the Canadian Armed Forces receive the widest care, respect and support they deserve.

Blake C. Goldring, M.S.M.

Founder and Chairman of Canada Company and Honorary Colonel, Canadian Army

Governance

Canada Company Executive Committee

HCol Blake C. Goldring, M.S.M., LL.D., CFA is the Chairman and Chief Executive Officer, and a member of the Board of Directors of AGF Management Limited.

Mr. Goldring is Founder and Chairman of Canada Company and a member of The Canada Company Scholarship Fund Oversight Committee.

Bruce D. Bowser is President and CEO of AMJ Campbell Van Lines.

William Braithwaite is a Senior Partner in the Toronto office of the national law firm Stikeman Elliott LLP and is Secretary of The Canada Company Scholarship Fund Oversight Committee.

Steve Gregory is the President of the Quebec Chapter of Canada Company and the founder of the Operation Husky 2013 project. He is the CEO of IsaiX, a consulting firm specializing in sales performance management and coaching.

Peter Hart is the Managing Director of Canada Company.

HCol Tim Hogarth is the President and CEO of Pioneer Energy LP and its associated group of companies. Mr. Hogarth also serves as the Honorary Colonel of The Royal Hamilton Light Infantry Regiment.

Alex Jurshevski is the Founder of Recovery Partners and has more than 20 years of experience in investment management, M & A and advisory work.

Garfield Mitchell is a private investor and corporate director, currently serving on various boards. Mr. Mitchell is Chairman of The Canada Company Scholarship Fund Oversight Committee.

HLCol Kevin Reed is currently Chairman of Reed Asset Management and Chairman of Blue Goose Capital Corporation. Mr. Reed is also an Honorary Lieutenant Colonel of 31 Service Battalion of Hamilton.

HLCol John Wright is Senior Vice President and Managing Director of the North American Public Opinion Polling Division for Ipsos Reid. Reid. Mr. Wright is also an Honorary Lieutenant Colonel with the Ontario Regiment.

As of December 2013

Our Supporters

Canada Company thanks the following organizations and individuals for their generous contributions in 2013.

Donors and Event Sponsors

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ivii. Justiii Pugarty	IVII. AIGII LIIDDEII	ivii. Mcharu Laughtoll	IVII. TOTTI WIETIATIOS	

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Mr. Cliff Trollope

Mr. Gregory Tsang

As of December 2013.

Mr. Geoffrey Parsons

Mr. Scott Paterson

Mr. David Sepulchre

Ms. Joy Shikaze

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Independent Auditor's Report

To the Board of Directors of: Canada Company: Many Ways to Serve

I have audited the accompanying financial statements of Canada Company: Many Ways to Serve which comprise the balance sheet as of December 31, 2013, and the statement of operations and change in fund balances and cash flow statement 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 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

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I 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. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Basis for Qualified Opinion

In common with many non-profit organizations, Canada Company: Many Ways to Serve derive revenues from events and donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, my verification of this revenue was limited to the amounts recorded in the records of the Organization and I was not able to determine whether any adjustments might be necessary to revenue, excess of revenue over expenditures, assets and net fund balances.



Independent Auditor's Report (continued)

Qualified Opinion

In my opinion, except for the possible effects of the matter described in the Basis For Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Canada Company: Many Ways to Serve as of December 31, 2013 and its financial performance and its cash flows for the year then ended in accordance with Accounting Standards for Not-For-Profit Organizations.

James Belesiotis, CPA CA CAIT CISA CITP Licensed Public Accountant

Toronto, Ontario June 18, 2014



Financial Statements

CANADA COMPANY: MANY WAYS TO SERVE

December 31, 2013



CANADA COMPANY: MANY WAYS TO SERVE STATEMENT OF FINANCIAL POSITION

AS AT DECEMBER 31

	2013 \$	2012 \$
ASSETS (note 1)		
Current		
Cash	1,201,010	1,545,826
Pledge receivable	71,584	131,050
Harmonized sales tax rebate	59,648	68,866
Prepaid expenses	21,414	11,650
	1,353,656	1,757,392
LIABILITIES & FUND BALANCES		
Current		
Accounts payable and accrued liabilities	118,578	49,096
Commitments (note 3)		
Fund balances		
General fund	1,529,290	2,077,883
Scholarship fund	3,408	1,683
Camp fund	(297,620)	(371,270)
	1,235,078	1,708,296
	1,353,656	1,757,392
The accompanying notes are	e an integral part of these finance	
		, Director
		, Director



CANADA COMPANY: MANY WAYS TO SERVE STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

FOR THE YEAR ENDED DECEMBER 31

	General Fund	Scholarship Fund	Camp Fund	2013 Total	2012 Total
REVENUE					
Donations	1,085,019			1,085,019	1,560,221
Designated giving - Camp Fund			133,650	133,650	102,222
Designated giving - Scholarship Fund		79,495		79,495	100,045
Memberships	44,065			44,065	82,350
	1,129,084	79,495	133,650	1,342,229	1,844,838
EXPENSES					
Program expenses	427,969			427,969	219,162
Donations	418,948			418,948	207,308
Military employment transition program	246,947			246,947	39,103
Fundraising expense	226,234			226,234	389,032
Management fees	208,764			208,764	168,000
Scholarships	•	77,770		77,770	98,612
Promotional	72,802			72,802	26,695
Camp			60,000	60,000	227,412
Travel	29,274			29,274	29,334
Office and general	16,872			16,872	5,849
Credit card fees	16,497			16,497	10,732
Legal and accounting fees	10,510			10,510	4,025
Insurance	2,011			2,011	1,007
Bank charges	849			849	337
	1,677,677	77,770	60,000	1,815,447	1,426,608
Excess (deficiency) of revenue					
over expenses	(548,593)	1,725	73,650	(473,218)	418,230
Fund balance, beginning of year	2,077,883	1,683	(371,270)	1,708,296	1,290,066
Interfund transfers	-	-	-	-	-
Fund balance, end of year	1,529,290	3,408	(297,620)	1,235,078	1,708,296

The accompanying notes are an integral part of these financial statements



CANADA COMPANY: MANY WAYS TO SERVE STATEMENT OF CASH FLOWS

	2013 \$	2012 \$
OPERATING ACTIVITIES	·	<u> </u>
	(450.040)	440.000
Excess (deficiency) of revenue over expenses	(473,218)	418,230
Change in non-cash working capital items:		
Change in accounts receivable	59,466	8,125
Change in harmonized sales rebate	9,218	(19,324)
Change in prepaid expenses	(9,764)	(1,650)
Change in accounts payable and accrued liabilities	69,482	(111,354)
Net increase in cash	(344,816)	294,027
Cash, beginning of year	1,545,826	1,251,799
Cash, end of year	1,201,010	1,545,826

The accompanying notes are an integral part of these financial statements

Cash and cash equivalents consist of cash and investments maturing within three months

DECEMBER 31, 2013

1. Operations

The Foundation was incorporated under the Canada Corporations Act without share capital on February 1, 2008 and began operations shortly thereafter. The Foundation is a not-for-profit organization, as described in Section 149(1)(1) of the Canadian Income Tax Act, and therefore is not subject to either federal or provincial income taxes.

The preparation of these financial statements requires the use of estimates and assumptions that have been made using careful judgment. In the opinion of management, these financial statements have been properly prepared within reasonable limits of materiality and within the framework of the significant accounting policies summarized below.

2. Basis of Presentation

The financial statements have been prepared using Canadian Accounting Part III Standards for not-for-profit organizations.

Revenue Recognition:

The financial statements are prepared in accordance with the principals of fund accounting, whereby the resources of the organization are classified into funds associated with specific activities of objectives. Contributions restricted for the purpose of capital assets are deferred and amortized into revenue at a rate corresponding with the amortization rate for the related capital asset. Unrestricted contributions such as membership and donations are recognized as revenue in the appropriate fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Unrestricted investment income is recognized as revenue when earned. The funds reflected in the financial statements are as follows:

General Fund - this fund accounts for the operations and programs as well as the organization's general operations and reflects restricted and unrestricted contributions related to this fund.

Scholarship Fund - the purpose of this fund is to support post-secondary education endeavors of the children of fallen Canadian soldiers and subject to both internally and externally imposed covenants. A third party manages the fund and funding is based on an individual basis on an annual basis without a predetermined use.

Camp Fund - the purpose of this fund is to support various summer camps of the children of deployed Canadian soldiers and is subject to both internally and externally imposed covenants

DECEMBER 31, 2013

2. Basis of Presentation (continued)

Asset and service contributions:

Volunteers contribute a significant amount of time each year to assist the Foundation in carrying out its programs and services. Because of the difficulty of determining their fair value, contributed services are not recognized in these financial statements. Contribution of assets, supplies and services that would otherwise have been purchased, are recorded at their fair value at the date of contribution, provided a fair value can be reasonably determined.

Measurement uncertainty

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported period. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in earnings in the period in which they become known.

3. Related Party Transactions

During the year, the board members contributed office space, supplies and administrative staff with no cost to the Foundation. These financial statements do not reflect the value of that contribution because of the difficulty in determining fair value.

The Foundation has established a Scholarship Fund administered by a private foundation. At December 31, 2013, the fair value of the Scholarship Fund, held by the private foundation was \$ 2,273,295 (2012 - \$ 1,870,105).

During the year, directors or entities they control provided donations and total \$ 113,750 with corresponding tax receipts issued.

The Foundation has agreed to hire staff and outsource administrative services. Staff will be directly hired by a Company controlled by the Chairman of the Foundation. The Foundation will be responsible for payments totaling \$ 1,271,916 over the next five years as follows and payable to that Company.

2014 - \$ 411,833

2015 - \$ 454,500

2016 - \$ 322,417

2017 - \$ 56,166

2018 - \$ 27,000

DECEMBER 31, 2013

4. Military Employment Transition Program

With a goal to provide a one-stop portal of career/employment transition resources, the Foundation established a new program during the current year. Canada Company, in partnership with the Canadian Armed Forces and Veterans Affairs Canada, has created a "one-stop-shop" web portal for all things transition, for Regular force members leaving the military, Reservists and for Veterans who have been honorably released from the CAF. This partnership assists releasing military personnel and Veterans in finding meaningful employment in the private sector. Management believes that \$ 246,947 of expenses reflected in the Statement Of Operations will result in future cash inflows and can not be determined with certainty. A company controlled by the Chairman of the Foundation and a related company is reimbursed for costs paid on behalf of the Foundation at cost. These costs relate to payroll and are reimbursed quarterly.