Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Financial Statements Year ended March 31, 2019

Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Contents

For the year ended March 31, 2019

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Independent Auditor's Report

To the of Motor Dealer Council of British Columbia:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Motor Dealer Council of British Columbia (the "Society"), which comprise the statement of financial position as at March 31, 2019, and the statements of operations, changes in fund balancesand cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Society as at March 31, 2019, 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.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Society 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 Society'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 Society or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Society's financial reporting process.

Auditor's 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 auditor's 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 these 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. 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 Society'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 Society's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's 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 auditor's report. However, future events or conditions may cause the Society 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.

We 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.

Report on Other Legal and Regulatory Requirements

As required by the Society Act (British Columbia), we report that, in our opinion, these principles have been applied on a basis consistent with that of the preceding year.

Surrey, British Columbia

May 3, 2019

Chartered Professional Accountants



Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Statement of Financial Position

		*	Marie Commission (Marie Commission Commissio	AS at	March 31, 201
	Operating Fund	Externally Restricted MDCCF (Note 11)	Internally Restricted and Capital Asset Funds (Note 9)	2019	2018
Assets					
Current					
Cash	986,659	1,197,602	497,854	2 692 445	2 624 676
Accounts receivable	83,665	1,101,002	457,054	2,682,115 83,665	3,634,378
Term deposits (Note 4)	408,904			408,904	38,461 100,931
Marketable securities	•	over -	-	400,504	933,061
Prepaid expenses and deposits	87,176	-		87,176	109,523
	1,566,404	1,197,602	497,854	3,261,860	4,816,354
Capital assets (Note 5)		-	4,255,816	4,255,816	121,426
Term deposits (Note 4)	758,965	100 C ₁ 30		758,965	1,167,870
Deposit on building under development					Compromed?
(Note 5)		_	_	90	270 000
Building under development (A)-4-5)					270,000
Building under development (Note 5)	•	-	-	ENDINE DE	93,118
Marketable securities (Note 6)	94,090	500 •	14 (15)	94,090	Tostasyst.
The state of the s	2,419,459	1,197,602	4,753,670	8,370,731	6,468,768

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Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Statement of Financial Position

				As at	March 31, 2019
	Operating Fund	Externally Restricted MDCCF (Note 11)	Internally Restricted and Capital Asset Funds (Note 9)	2019	2018
Liabilities				•	
Current					
Accounts payable and accruals (Note 7) Deferred Licensing and Learning Revenue	240,611 1,950,195		-	240,611 1,950,195	234,906 1,892,760
	2,190,806	-	•	2,190,806	2,127,666
Deferred contributions	-	1,197,602		1,197,602	-
	2,190,806	1,197,602	~	3,388,408	2,127,666
Commitments (Note 8)					
Fund Balances					
Unrestricted	228,653	_	_	220 652	004.700
Invested in Capital Assets (Note 9)			4,255,816	228,653 4,255,816	224,766
Internally restricted (Note 9)	-		497,854	497,854	214,544 3,901,792
	228,653		4,753,670	4,982,323	4,341,102
	2,419,459	1,197,602	4,753,670	8,370,731	6,468,768

Approved on behalf of the Board

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Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Statement of Operations

For the	vear	ended	March	31	2019
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	Operating Fund	Externally Restricted MDCCF (Note 11)	Internally Restricted and Capital Assets Funds (Note 9)	2019	2018
an all serves a accept					ka famil baufi
Revenue					
Compensation fund fees	50, qx	69,356	an otker store on	69,356	111000 1000 100
Recognition of deferred contributions		40,484		40,484	3.5 - 9.11.40
Administration fees and other	350,549	•	231,250	581,799	353,843
Compensation fund recovery	10,000	41,100	_	51,100	a la Luada .
Course fees	1,080,998		-	1,080,998	1,074,794
Interest Income	44,981	9,448	8,206	62,635	10,610
Licensing fees	3,924,871	-	29 4	3,924,871	3,811,132
Investigation and hearing recovery	92,919		-	92,919	8,304
	5,504,318	160,388	239,456	5,904,162	5,258,683
Expenses					
Advertising	9,811		89,727	99,538	225 227
Amortization	3,011		138,350	138,350	225,327
Automotive	79,394	- 1	130,330		123,296
Claims expense	13,334	40.000	-	79,394	80,042
Consulting	204.000	40,000	- -	40,000	
	201,006	27,754	54,136	282,896	164,161
Consumer advancement expenses		-	-		35
Course costs, travel and meals	50,765	-	-	50,765	62,177
Governance	230,682	-	-	230,682	140,945
Office and general	692,275	3,730	(87)	696,005	518,797
Professional fees	187,480		-	187,480	207,938
Property taxes and utilities	39,310	-	-	39,310	_
Investigation and hearing costs	6,695	-	=	6,695	16,482
Rent and parking	168,476	-	-	168,476	285,201
Salaries and benefits	3,121,553	88,904	33,986	3,244,443	2,879,335
Training	9,550	_	_	9,550	16,524
	4,796,997	160,388	316,199	5,273,584	4,720,260
Excess (deficiency) of revenue over expenses perfore other items	707,321		(76,743)	630,578	538,423
Other items					
Gain on disposal of capital assets		_	10,643	10,643	2.040
Impairment of long-lived assets	-	-	-	-	3,919 (140,345)
	-	-	10,643	10,643	(136,426)
xcess (deficiency) of revenue over expenses	707,321	*	(66,100)	641,221	401,997

Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Statement of Changes in Fund Balances For the year ended March 31, 2019

	Operating Fund	Internally Restricted and Capital Asset Funds (Note 9)	2019	2018
Fund balances, beginning of year	224,766	4,116,336	4,341,102	3,939,105
Excess (deficiency) of revenue over expenses	707,321	(66,100)	641,221	401,997
Purchase of capital assets	(612,031)	612,031		_
Disposal of capital assets	1,357	(1,357)		_
Interfund transfer (Note 10)	(92,760)	92,760	-	-
Fund balances, end of year	228,653	4,753,670	4,982,323	4,341,102

Motor Dealer Council of British Columbia (Operating as Motor Vehicle Sales Authority of British Columbia) Statement of Cash Flows

For the year ended March 31, 2019

	2019	2018
Cash provided by (used for) the following activities	agus a spàir, sala da amhsan talle Shaintan	
Operating		
Excess of revenue over expenses	641,221	401,997
Amortization	138,350	123,296
Gain on disposal of capital assets	(10,643)	(3,919
Impairment of long-lived asset	(10,010)	140,345
Recognition of deferred contributions	(40,484)	140,040
Company of the State of the Company	ene tiposate Croncl Care in manufacture	
Changes in working capital accounts	728,444	661,719
Accounts receivable	(45.204)	00.40=
Prepaid expenses and deposits	(45,204)	26,467
Accounts payable and accruals	22,347	33,387
Unearned revenue	5,705	(62,907)
	57,435	22,184
Bully and the support of the support	768,727	680,850
Deferred contributions received	1,238,086	
nvesting	1,200,000	-
Purchase of capital assets	(3,910,977)	(11,134)
Change in term deposits	100,932	297,426
Change in marketable securities	(8,074)	1,532,383
Proceeds on disposal of marketable securities	847,043	1,002,000
Proceeds of disposal of capital assets	12,000	5.000
Building under development additions	h ortughteen the court of the electric	(93,118)
	(2,959,076)	1,730,557
ncrease (decrease) in cash resources	(050,000)	20.00
ash resources, beginning of year	(952,263)	2,411,407
	3,634,378	1,222,971
ash resources, end of year	2,682,115	3,634,378

For the year ended March 31, 2019

1. Incorporation and nature of the organization

Motor Dealer Council of British Columbia ("the Society") was incorporated under the Society Act of British Columbia on July 31, 2003 as a not-for-profit society and thus is exempt from income taxes under the Income Tax Act ("the Act"). In order to maintain its status as a registered not-for-profit organization under the Act, the Society must meet certain requirements within the Act. In the opinion of management these requirements have been met.

On April 1, 2004, the Government of British Columbia granted to the Society the authority to administer and enforce the Motor Dealer Act and related regulations. On March 30, 2007, subject to amendment to the Motor Dealer Act, the Society has become known as the Motor Vehicle Sales Authority of British Columbia ("VSA"), better reflecting both the public and industry service roles of the independent regulatory agency.

The Society's mission statement is to regulate a fair motor vehicle sales marketplace through education and compliance.

2. Motor Dealer Customer Compensation Fund ("MDCCF")

On April 1, 2018, the Minister of Finance transferred trusteeship of the Motor Dealer Customer Compensation Fund (the "Fund") to the Society. The transfer of assets to the Society has been determined to be a deemed deferred contribution, as the transferred assets may only be used for the compensation of consumers and expenses related to the provision of services related to consumer compensation related activities.

3. Significant accounting policies

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO") set out in Part III of the CPA Canada Handbook - Accounting, as issued by the Accounting Standards Board in Canada, and include the following significant accounting policies:

For the year ended March 31, 2019

3. Significant accounting policies (Continued from previous page)

Fund accounting

In order to ensure observance of limitations and restrictions placed on the use of resources available to the Society, the accounts are maintained on a fund accounting basis. Accordingly, resources are classified for accounting and reporting purposes into funds. These funds are held in accordance with the objectives specified by the contributors or in accordance with the directives issued by the Board of Directors.

Three funds are maintained: Operating Fund, Motor Dealer Consumer Compensation Fund, and Internally Restricted and Capital Asset Fund.

The Operating Fund is used to account for all revenues and expenses related to the general and ancillary operations of the Society.

The MDCCF reflects the assets, liabilities, revenues and expenses associated with providing compensation to consumers who have incurred losses because a motor dealer has either discontinued its operations or has failed to meet certain legal obligations.

The Internally Restricted and Capital Asset Fund consists of:

- The Reserve for Future Training Costs Fund, which reports the assets, liabilities, revenue and expenses related to course development activities.
- The Regulatory Response Fund, which reports the assets, liabilities, revenues and expenses related to extraordinary legal costs.
- The Reserve for Future Business Property Acquisition Fund, which reports the assets that have been internally restricted for future property acquisition costs of the Society.
- The Capital Asset Fund, is used to account for all capital and building under development assets of the Society
 and to present the flow of funds related to their acquisition and disposal, unexpended capital resources and debt
 commitments.
- The Reserve for Consumer Advancement Fund (formerly "The Reserve for Consumer Awareness Fund") reports
 the assets, liabilities, revenues and expenses related to penalties levied by the Registrar of Motor Dealers &
 Privacy Officer and increasing consumers' awareness regarding the services provided by the Society.

Revenue recognition

The Society follows the deferral method of accounting for contributions and reports on a fund accounting basis.

Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

The Society recognizes annual licensing fees from dealerships and sales representatives proportionately over the period of licensing, which varies from twelve to twenty-four months. Revenue from course fees, consumer awareness, administration and other revenue is recognized in the period in which the services are provided and collection is reasonably assured. Interest and investment income is recognized on the accrual basis. Realized and unrealized gains and losses on marketable securities are recognized upon sale of the investment, or upon fair value measurement at each reporting period.

Term deposits

Term deposits that mature before March 31, 2020 are presented as current assets. Term deposits with maturity dates subsequent to March 31, 2020 are presented as long term assets.

For the year ended March 31, 2019

3. Significant accounting policies (Continued from previous page)

Capital assets

Capital assets are initially recorded at cost. Amortization is provided using the following methods at rates and terms intended to amortize the cost of the assets over their estimated useful lives.

	Method	Rate/Term
Building	declining balance	4 %
Automotive	declining balance	30 %
Computer equipment	straight-line	3 years
Computer software	straight-line	2 years
Office equipment	straight-line	5 years
Database	straight-line	7 years

Measurement uncertainty

The preparation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period.

Accounts receivable are stated after evaluation as to their collectability and an appropriate allowance for doubtful accounts is provided where considered necessary. Amortization is based on the estimated useful lives of capital assets.

These estimates and assumptions are reviewed periodically and, as adjustments become necessary they are reported in excess of revenues over expenses in the periods in which they become known.

Financial instruments

The Society recognizes its financial instruments when the Society becomes party to the contractual provisions of the financial instrument. All financial instruments are initially recorded at their fair value, including financial assets and liabilities originated and issued in a related party transaction with management. Financial assets and liabilities originated and issued in all other related party transactions are initially measured at their exchange amount in accordance with Section 3840 Related Party Transactions (refer to Note 12).

At initial recognition, the Society may irrevocably elect to subsequently measure any financial instrument at fair value. The Society has not made such an election during the year.

The Society subsequently measures marketable securities at fair value with changes in fair value recorded immediately in the statement of operations. All other financial assets and liabilities are subsequently measured at amortized cost. Transaction costs and financing fees directly attributable to the origination, acquisition, issuance or assumption of financial instruments subsequently measured at fair value are immediately recognized in excess of revenue over expenses. Conversely, transaction costs and financing fees are added to the carrying amount for those financial instruments subsequently measured at amortized cost or cost.

Financial asset impairment

The Society assesses impairment of all of its financial assets measured at cost or amortized cost. When there is an indication of impairment, the Society determines whether it has resulted in a significant adverse change in the expected timing or amount of future cash flows during the year. If so, the Society reduces the carrying amount of any impaired financial assets to the highest of: the present value of cash flows expected to be generated by holding the assets; the amount that could be realized by selling the assets; and the amount expected to be realized by exercising any rights to collateral held against those assets. Any impairment, which is not considered temporary, is included in current year excess of revenues over expenses. The Society reverses impairment losses on financial assets when there is a decrease in impairment and the decrease can be objectively related to an event occurring after the impairment loss was recognized. The amount of the reversal is recognized in the excess of revenues over expenses in the year the reversal occurs.

For the year ended March 31, 2019

4. Term deposits

Term deposits have maturity dates ranging from May 2019 to March 2022, bearing interest at fixed rates between 1.9% and 2.55% per annum.

5. Capital assets

		Cost	Accumulated amortization	2019 Net book value	2018 Net book value
Land		1,964,750	corae at the	1,964,750	tua ya Hi <u>y</u> ayi
Building		2,042,363	51,260	1,991,103	2
Automotive		194,658	118,130	76,528	61,105
Computer equipment		245,090	220,804	24,286	35,034
Computer software		250,052	218,953	31,099	15,896
Office equipment		352,362	214,929	137,433	9,391
Leasehold improvements		374,163	374,163		-
Database	 	33,408	2,791	30,617	-
		5,456,846	1,201,030	4,255,816	121,426

During the year ended March 31, 2019, the Society completed the construction of its new premises and operates from the new facility. The completion of the new premises development resulted in current year capital asset additions of \$3,910,977 and amounts reflected in the comparative financial statements of deposit on building under development and building under development of \$270,000 and \$93,118 respectively reclassified to capital assets upon occupancy.

6. Marketable securities

The Society holds investments in US and Canadian denominated exchange traded securities, presented at fair value, with a cost of \$80,000 (2018 - cost of \$945,012). Investment income on the statement of operations is presented net of investment management fees of \$9,067 (2018 - \$22.663).

7. Accounts payable and accruals

Included in accounts payable and accruals is \$44,611 (2018 - \$39,200) of remittances payable to various government agencies.

8. Commitments

The Society has entered into lease agreements for various equipment through September 2021 with annual payments of \$11,342, totaling \$28,355, through lease expiration.

For the year ended March 31, 2019

9. Internally Restricted and Capital Asset Fund balances

		Internally Restricted Funds				2019	2018
	Capital Asset Fund	Reserve for Future Training Costs	Reserve for Regulatory Response	Reserve for Business Property Acquisition	Reserve for Consumer Advancement	2073	2010
Opening Fund balance	214,544	84,587	150,000	3,560,740	106,465	4,116,336	3,350,230
Investment income (loss)		-	•	8,206	(a)	8,206	(29,889)
Impairment of long- lived asset	•	-	•	•	*	*	(140,345)
Amortization Gain on sale of assets	(138,350) 10,643	-	:	•	-	(138,350) 10,643	(123,296) 3,919
Consumer advancement fund expenses	•		· ·	-	•		(35)
Excess (deficiency) of revenue over expenses	(127,707)	•	-	8,206	53,401	(66,100)	(283,146)
Transfer (to) / from operating fund	(10,641)	-	-	-	103,401	92,760	-
Transfer from the Reserve for Business Property Acquisition	3,568,946	-	5 -	(3,568,946)	-	•	850,000
Transferred of Reserve of Consumer Advancement		-	-		;-		100,000
Assets acquired	612,031	-	-	-	-	612,031	11,134
Assets disposed Building development additions	(1,357)	:	<u> </u>	-	:	(1,357)	(5,000) 93,118
Ending Fund balance	4,255,816	84,587	150,000	-	263,267	4,753,670	4,116,336

10. Interfund transactions

During the year, the Society transferred \$92,760 from the Operating Fund to the Society's Internally Restricted and Capital Asset Fund to provide for expenses incurred and increase reserves for consumer advancement, and \$612,031 to fund building acquisition costs.

For the year ended March 31, 2019

11. External restrictions on net assets

As described in Note 2 to the financial statements, the transfer of cash in the amount of \$1,238,086 is subject to external restrictions, and as such, a deferred contribution liability has been established in the same amount as the contributed assets. The deferred contribution liability is recognized to revenue when expenses are incurred for consumer compensation related activities, to the extent that consumer compensation expenses are in excess of consumer compensation revenues. Should consumer compensation revenues exceed the consumer compensation expenses in a fiscal period, the deferred contributions liability will increase in the amount of the excess. During the year ended March 31, 2019, consumer compensation expenses exceeded revenues by \$40,484, resulting in a recognition of deferred liabilities in the amount of the excess.

12. Related party transactions

During the year, the Society paid \$117,371 (2018 - \$114,998) in governance costs to the Board of Directors comprised of directors' fees of \$101,502 (2018 - \$94,510) and expense reimbursements of \$15,869 (2018 - \$20,488).

These transactions were conducted in the normal course of operations and were measured at their exchange amount, which is the amount of consideration established and agreed to by the related parties.

13. Employee compensation

During the year ended March 31, 2019, the Society paid a total of 1,302,955 to its ten most highly remunerated employees. (2018 - 1,334,625).

14. Financial instruments

The Society as part of its operations, carries a number of financial instruments. It is management's opinion that the Society is not exposed to significant interest, currency, credit, liquidity or other price risks arising from these financial instruments except as otherwise disclosed.

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 foreign 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 Society enters into transactions to purchase and sell marketable securities for which the market price fluctuates.

Liquidity risk

Liquidity risk is the risk that the Society will encounter difficulty in meeting obligations associated with financial liabilities. The Society enters into transactions to purchase goods and services on credit, for which repayment is required at various maturity dates.

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 Society's main credit risk relates to its accounts receivable. Approximately 91% of the Society's accounts receivable is due from members in the auto sector (2018 - 81%). As at March 31, 2019, one member comprised 26% of accounts receivable (2018 - one customer: 56%). The Society performs regular assessments of its receivables and provides allowances for potentially uncollectible accounts receivable.

Interest rate risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. Changes in market interest rates may have an effect on the cash flows associated with some financial assets and liabilities, known as cash flow risk, and on the fair value of other financial assets or liabilities, known as price risk.

The Society is exposed to interest rate cash flow risk with respect to its' investments in marketable securities and term deposits.

For the year ended March 31, 2019

15. Contributions to Group Registered Retirement Savings Plans (RRSP's)

The Society makes contributions to a group RRSP plan on behalf of certain of its employees at a rate of 3%. The Society's contributions for the year of \$56,649 (2018 - \$54,782) are included in salaries and wages expenses on the statement of operations.

16. Comparative figures

Certain comparative figures have been reclassified to conform with current year presentation.