

THE CLEAN NOVA SCOTIA FOUNDATION
Non-Consolidated Financial Statements
Year Ended March 31, 2021

THE CLEAN NOVA SCOTIA FOUNDATION
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Year Ended March 31, 2021

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LYLE TILLEY DAVIDSON
Chartered Professional Accountants

INDEPENDENT AUDITOR'S REPORT

To the Directors of The Clean Nova Scotia Foundation

Qualified Opinion

We have audited the non-consolidated financial statements of The Clean Nova Scotia Foundation (the "Foundation"), which comprise the non-consolidated statement of financial position as at March 31, 2021, and the non-consolidated statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and notes to the non-consolidated financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying non-consolidated financial statements present fairly, in all material respects, the financial position of the Foundation as at March 31, 2021, 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 Qualified Opinion

In common with many charitable organizations, the Foundation derives revenue from donations the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Foundation and we were not able to determine whether any adjustments might be necessary to donation revenue, excess of revenues over expenditures, and cash flows from operations for the years ended March 31, 2021 and 2020, current assets as at March 31, 2021 and 2020, and net assets as at April 1 and March 31 for both the 2021 and 2020 years. Our audit opinion on the financial statements for the year ended March 31, 2020 was modified 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 *Auditor's Responsibilities for the Audit of the Non-consolidated Financial Statements* section of our report. We are independent of the Foundation in accordance with the ethical requirements that are relevant to our audit of the non-consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with those requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Responsibilities of Management and Those Charged with Governance for the Non-consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the non-consolidated 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 non-consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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Independent Auditor's Report to the Directors of The Clean Nova Scotia Foundation *(continued)*

In preparing the non-consolidated financial statements, management is responsible for assessing the Foundation's ability to continue as a going concern, disclosing, as applicable, matters relating 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.

Auditor's Responsibilities for the Audit of the Non-consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the non-consolidated 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 non-consolidated 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 non-consolidated 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 auditor's report to the related disclosures in the non-consolidated 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 Foundation to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the non-consolidated financial statements, including the disclosures, and whether the non-consolidated 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.



Halifax, Nova Scotia
June 9, 2021

CHARTERED PROFESSIONAL ACCOUNTANTS

THE CLEAN NOVA SCOTIA FOUNDATION**Non-Consolidated Statement of Financial Position**

March 31, 2021

	2021	2020
ASSETS		
CURRENT		
Cash and equivalents	\$ 6,751,281	\$ 3,928,544
Accounts receivable (Note 3)	10,988,491	553,040
Harmonized sales tax recoverable	63,767	57,074
Prepaid expenses	61,971	38,404
	<u>17,865,510</u>	4,577,062
INVESTMENT IN 3326481 NOVA SCOTIA LIMITED (Note 4)	100	100
INTANGIBLE ASSETS	530	530
LONG TERM INVESTMENTS	-	25,623
CAPITAL ASSETS (Note 5)	574,588	582,323
PROMISSORY NOTE RECEIVABLE (Note 11)	514,700	506,300
	<u>\$ 18,955,428</u>	<u>\$ 5,691,938</u>
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable and accrued liabilities (Note 7)	\$ 1,075,139	\$ 241,786
Deferred revenue (Note 8)	13,341,386	1,216,579
	<u>14,416,525</u>	1,458,365
NET ASSETS	<u>4,538,903</u>	<u>4,233,573</u>
	<u>\$ 18,955,428</u>	<u>\$ 5,691,938</u>

ON BEHALF OF THE BOARD

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Director
Chad Roseweare

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Director

THE CLEAN NOVA SCOTIA FOUNDATION
Non-Consolidated Statement of Revenues and Expenditures
Year Ended March 31, 2021

	2021	2020
REVENUES		
Service contracts and sponsorships	\$ 3,869,771	\$ 4,585,784
Government contracts and grants:		
Federal	2,234,963	2,281,620
Provincial	849,011	1,267,313
Municipal	-	311,940
	<u>3,083,974</u>	<u>3,860,873</u>
Government assistance (Note 10)	862,857	80,361
Other income	89,815	61,523
Interest income (Note 11)	40,617	43,324
Donations	1,104	12,158
	<u>994,393</u>	<u>197,366</u>
	<u>7,948,138</u>	<u>8,644,023</u>
EXPENDITURES		
Direct program costs:		
Subcontractor services	3,512,359	3,958,853
Compensation and recruitment	2,244,431	2,242,796
Consulting and professional services	280,840	434,531
Materials and safety supplies	88,535	123,001
Travel	59,408	224,150
Advertising, marketing and promotion	51,840	62,280
Telecommunications and information technology	35,262	40,442
Office supplies	34,488	25,959
Training and professional development	23,840	62,577
Amortization	18,941	3,336
Other	14,494	23,156
Meetings and events	7,195	60,641
Membership dues and fees	2,600	10,996
	<u>6,374,233</u>	<u>7,272,718</u>
General and administration:		
Compensation and recruitment	735,865	639,795
Office, shipping and storage supplies	112,849	43,014
Telecommunications and information technology	104,037	143,974
Amortization	71,761	128,665
Occupancy and maintenance	57,635	42,005
Consulting and professional services	47,280	44,178
Insurance	42,332	30,389
Meetings and events	30,313	32,204
Training and professional development	21,466	7,075
Travel	15,076	51,085
Marketing and communications	14,723	7,195
Financial services fees and interest	7,904	4,337
Membership dues and fees	7,334	8,544
	<u>1,268,575</u>	<u>1,182,460</u>
	<u>7,642,808</u>	<u>8,455,178</u>
EXCESS OF REVENUES OVER EXPENDITURES	<u>\$ 305,330</u>	<u>\$ 188,845</u>

THE CLEAN NOVA SCOTIA FOUNDATION
Non-Consolidated Statement of Changes in Net Assets
Year Ended March 31, 2021

	Unrestricted	Investment in Capital Assets	Operating Reserve Fund	Building & Capital Asset Fund	Opportunity Reserve Fund	Capital Projects	Program Development	Program Support	NSYCC	Training	2021	2020
NET ASSETS - BEGINNING OF YEAR	\$ 2,385,776	\$ 582,323	\$ -	\$ -	\$ -	\$ 259,363	\$ 338,461	\$ 303,917	\$ 330,343	\$ 33,390	\$ 4,233,573	\$ 4,044,728
Excess (deficiency) of revenues over expenditures	396,032	(90,702)	-	-	-	-	-	-	-	-	305,330	188,845
Transfer fund balances per policy (Note 9)	(2,385,776)	-	2,419,166	259,363	972,721	(259,363)	(338,461)	(303,917)	(330,343)	(33,390)	-	-
Interfund transfers (Note 9)	(313,065)	-	273,462	9,070	30,533	-	-	-	-	-	-	-
Capital projects	(82,967)	82,967	-	-	-	-	-	-	-	-	-	-
NET ASSETS - END OF YEAR	\$ -	\$ 574,588	\$ 2,692,628	\$ 268,433	\$ 1,003,254	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,538,903	\$ 4,233,573

THE CLEAN NOVA SCOTIA FOUNDATION**Non-Consolidated Statement of Cash Flows****Year Ended March 31, 2021**

	2021	2020
OPERATING ACTIVITIES		
Excess of revenues over expenditures	\$ 305,330	\$ 188,845
Item not affecting cash:		
Amortization	90,702	132,001
	<u>396,032</u>	<u>320,846</u>
Changes in non-cash working capital:		
Accounts receivable	(10,435,451)	68,423
Harmonized sales tax recoverable	(6,693)	8,251
Prepaid expenses	(23,567)	4,892
Accounts payable and accrued liabilities	833,352	(257,323)
Deferred revenue - current	12,124,807	107,577
Deferred revenue - NSPI HomeWarming	-	(96,355)
Deferred revenue - long term	-	(214,057)
	<u>2,492,448</u>	<u>(378,592)</u>
Cash flow from (used by) operating activities	<u>2,888,480</u>	<u>(57,746)</u>
INVESTING ACTIVITIES		
Purchase of capital assets	(82,967)	(112,777)
Purchase of intangible assets	-	(530)
Addition to promissory note receivable	(8,400)	(506,300)
Proceeds from sale of marketable securities	25,624	567,572
Investment in 3326481 Nova Scotia Limited	-	(100)
Cash flow used by investing activities	<u>(65,743)</u>	<u>(52,135)</u>
INCREASE (DECREASE) IN CASH FLOW	2,822,737	(109,881)
Cash - beginning of year	<u>3,928,544</u>	<u>4,038,425</u>
CASH - END OF YEAR	\$ 6,751,281	\$ 3,928,544

THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

NATURE OF OPERATIONS

The Clean Nova Scotia Foundation (the "Foundation") was established by statute of the Nova Scotian Legislature: the Clean Nova Scotia Foundation Act, 1988, c. 7, s. 1. The Foundation is a Canadian Registered Charity under the Income Tax Act, registration number 11922-7684, and as such is exempt from paying income taxes.

Our Mission:

We provide individuals and communities with the means, knowledge, and opportunity to make responsible environmental choices.

Our Vision:

To cultivate a sustainable society by delivering innovative, effective and education programs that result in meaningful environmental change.

Our Values:

Achieving our mission and attaining our vision depends on the efforts of hundreds of employees, volunteers, and community partners. Some of us make our contribution by engaging directly in delivery programs; others, by supporting and enabling those core activities in essential ways. Whatever our individual roles, and wherever we work within the Foundation, we owe it to one another to uphold certain basic values of the community. These include:

- We are honest with our partners, the public and with each other.
- We innovate and develop programs through the talents and creative ideas of each employee.
- We value teamwork; we foster collaboration.
- We treat each other with respect.
- We deliver the best outcomes and highest quality service through the dedicated effort of every team member.
- We value a fun working environment.

The more we embrace these values in our daily lives, the more we create and sustain a culture of trust, cooperation, innovation and mutual understanding and advance a commitment to the environment and our communities, which all of us share.

1. SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The non-consolidated financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

Financial instruments

Financial instruments are recorded at fair value when acquired or issued, except for transactions with related parties which are recorded at the exchange amount. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

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THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

1. SIGNIFICANT ACCOUNTING POLICIES (continued)

Cash and equivalents

Cash and equivalents consists of cash on hand, Canadian dollar denominated deposits held in Canadian financial institutions in chequing and guaranteed principal money market accounts, Canadian guaranteed investment certificates and the current portion of investments which will come due within the next fiscal period. Interest income accruing on deposits is recorded in interest income on an accrual basis.

Investments

Investments are secondary market Canadian guaranteed investment certificates, where the Foundation has the intention and the ability to hold the certificates until their maturity date. Maturity dates vary, but do not extend beyond five years. These investments are initially recorded at fair value and are subsequently measured at amortized cost using the effective interest method. Interest income and amortization of premiums and discounts are recorded in interest income.

Accounts receivable

Accounts receivable are recorded at amortized cost.

Investments in 3326481 Nova Scotia Limited

The Foundation's investment in 3326481 Nova Scotia Limited is accounted for by the cost method. The Foundation owns 100% of the outstanding voting shares of 3326481 Nova Scotia Limited.

Revenue recognition

The Clean Nova Scotia Foundation follows the deferral method of accounting for contributions, which includes donations and government grants.

The Foundation receives donations and grants from a number of different sources to cover operating, research, and capital expenditures. The operating portion of the contributions are recorded as revenue in the period to which they relate. The capital portions of the contributions are recorded as deferred contributions and amortized into revenue at a rate corresponding with the amortization rate for the related capital assets. When a portion of a contribution relates to a future period, it is deferred and recognized in the subsequent period.

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. Externally restricted contributions are recognized as revenue in the year in which the related expenses are recognized.

Service contract revenue is generally recognized according to the percentage of completion method, based primarily on contract cost incurred to date compared to total estimated contract costs. Changes to total estimated contract costs or losses, if any, are recognized in the period in which they are determined. Pre-contract costs are expensed as incurred. Revenue recognized in excess of amounts billed is classified as current assets under account revenue. Amounts billed to clients in excess of revenue recognized to date are classified as current liability under deferred revenue. The Foundation anticipates that the majority of incurred costs associated with contract work in process will be billed and collected in the following fiscal year.

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THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

1. SIGNIFICANT ACCOUNTING POLICIES (continued)

Capital assets

Purchased capital assets are stated at cost. Donated capital assets are recorded at fair value at the date of acquisition. Repairs and maintenance costs are charged to expense. Betterments, which extend the estimated useful life of an asset, are capitalized.

The carrying value of capital assets is reviewed each reporting period to determine whether there is any indication of impairment. Whenever events or changes in circumstances indicate a capital asset no longer has long term service potential to the Foundation, the excess of its net carrying amount over any residual value would be recognized as an expense. Such a write down is not reversed if the service potential subsequently improves. The assessment of fair values requires the use of estimates and assumptions for discount rates, future capital requirements and operating performance. Changes in any of the assumptions of estimates used in determining the fair value of the assets could impact the impairment analysis.

Capital assets are amortized based on their useful life using the following rates and methods:

Buildings	6%	declining balance
Motor vehicles	30%	declining balance
Furniture and equipment	20%	declining balance
Paving	20%	declining balance
Computer and network hardware	3 years	straight-line
ERP system	5 years	straight-line
Developed software	3 years	straight-line

A half year's amortization is taken in the year of acquisition. Amortization to the nearest whole month is taken in the year of disposal.

Impairment of long-lived assets

The Foundation tests for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. Recoverability is assessed by comparing the carrying amount to the projected future net cash flows the long-lived assets are expected to generate through their direct use and eventual disposition. When a test for impairment indicates that the carrying amount of an asset is not recoverable, an impairment loss is recognized to the extent the carrying value exceeds its fair value.

Accounts payable and accrued liabilities and deferred revenue

Accounts payable and accrued liabilities and deferred revenue are recorded at amortized cost.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates. The areas that are most subject to estimation and judgement include the useful lives of capital assets, accrued liabilities, and allowance for doubtful accounts.

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THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

1. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Government assistance

Government assistance related to expenses is recorded as deferred government assistance and is amortized to income as eligible expenditures are incurred. Government assistance for current expenses is recorded as other income.

Government grants

Government grants are recorded when there is a reasonable assurance that the Foundation has complied with and will continue to comply with, all the necessary conditions to obtain the grants.

Contributed services

The fair value of contributed services cannot be reasonably determined and are therefore not reflected in these financial statements.

Fund accounting

Internally restricted funds presented in the Statement of Changes in Net Assets are used for specific initiatives as approved by the Board of Directors and are described below:

- The Operating Reserve Fund is a designated fund that is intended to provide an internal source of funds for situations such as increase in expenses, one-time unbudgeted expenses, and unanticipated losses in funding, or uninsured losses. The Board has approved transfers of unrestricted remaining surplus annually into this fund.
- The Building & Capital Asset Fund is intended to provide a ready source of funds for repair or acquisition of buildings, leaseholds, furnitures, fixtures, and equipment nessecary for the effective operation of the Foundation. The Board has approved transfers of 10% of depreciation to a maximum of \$50,000 annually into this fund.
- The Opportunity Reserve Fund is intended to provide funds to meet special targets of opportunity or need that further the mission of the Foundation which may or may not have specific expectation of incremental or long-term increased income. This fund is an intended source of internal funds for organizational capacity buidling such as staff development, research and development, or investment in infrastructure that will build long-term capacity. The Board has approved transfers of 10% of operating surplus annually into this fund.

2. FINANCIAL INSTRUMENTS

The Foundation is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The Foundation's financial instruments consists of the following: cash and equivalents, accounts receivable, promissory note receivable, investment in 3326481 Nova Scotia Limited, and accounts payable and accrued liabilities. The following analysis provides information about the Foundation's risk exposure and concentration as of March 31, 2021.

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THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

2. FINANCIAL INSTRUMENTS (continued)

Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Foundation's principal financial assets are cash, investments, and accounts receivable, which are subject to credit risk. Cash and investment-related credit exposure is minimized by dealing mostly with credit-worthy counterparties such as highly rated financial institutions. The Foundation is exposed to credit risk from customers with respect to accounts receivable. Management believes that accounts receivable-related credit risk is minimized by the credit-worthiness of the Foundation's principal clients being government or government-regulated entities.

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Foundation is exposed to this risk mainly in respect of its receipt of funds from its customers and accounts payable and accrued liabilities. The Foundation monitors its cash balances generated from operations to meet its requirements.

Fair value

The fair value of investments, accounts receivable, contract work in process, accounts payable and accrued liabilities approximates their carrying values due to their short maturity.

Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Foundation is mainly exposed to interest rate risk.

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. In seeking to minimize the risks from interest rate fluctuations, the Foundation manages exposure through its normal operating and financing activities. The Foundation is exposed to interest rate risk primarily through its guaranteed investment certificates.

3. ACCOUNTS RECEIVABLE

Accounts receivable are stated net of doubtful accounts which are estimated at \$nil (2020 - \$nil).

	<u>2021</u>	<u>2020</u>
Employee accounts receivable	\$ 6,264	\$ 4,693
Trade accounts receivable	9,946,482	395,762
Accrued contract revenue	1,035,745	152,585
	<u>\$ 10,988,491</u>	<u>\$ 553,040</u>

Included in trade accounts receivable is \$31,489 from a subsidiary corporation, 3326481 Nova Scotia Limited (2020 - \$10,573)

THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

4. INVESTMENT IN 3326481 NOVA SCOTIA LIMITED

	2021	2020
Investment in subsidiary 3326481 NS Ltd.	\$ 100	\$ 100

In 2020 the Foundation incorporated 3326481 Nova Scotia Limited and subscribed to 100% of the common shares. The purpose of this subsidiary corporation is the purchase of 122 Portland Street, which is located next door to the current Foundation office. The Foundation has invested in this corporation for the purpose of future expansion or appreciation of property value.

The investment in 3326481 Nova Scotia Limited is carried at cost.

5. CAPITAL ASSETS

	Cost	Accumulated amortization	2021 Net book value	2020 Net book value
Property and equipment				
Buildings	\$ 695,853	\$ 377,050	\$ 318,803	\$ 339,152
Equipment	560,047	394,684	165,363	156,262
Paving	38,130	3,813	34,317	-
Motor vehicles	166,498	130,056	36,442	52,060
Computer equipment	99,669	90,152	9,517	17,953
	1,560,197	995,755	564,442	565,427
Intangible assets				
ERP system	324,688	314,542	10,146	16,896
Developed software	50,163	50,163	-	-
	374,851	364,705	10,146	16,896
	\$ 1,935,048	\$ 1,360,460	\$ 574,588	\$ 582,323

6. OPERATING LINE OF CREDIT

The Foundation has negotiated a revolving demand facility in the amount of \$500,000, at a variable rate of interest equal to the Royal Bank Prime rate, with a seasonal bulge or an additional \$500,000 between November 1st to January 1st each year. It is secured by a first ranking security interest (collateral) in the investments and cash and equivalents, to a limit of \$2,000,000. The outstanding balance at March 31, 2021 is \$nil (2020 - \$nil).

7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Included in accounts payable and accrued liabilities are \$37,087 in government remittances payable (2020 - \$7,958).

THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

8. DEFERRED REVENUE

	<u>2021</u>	<u>2020</u>
Clean Leaders - Base Funding 2021/2022	\$ 375,000	\$ 588,343
Clean Leaders - Climate Cohort 2021-2026	2,000,000	-
Clean Leaders - NS Labour and Advanced Education	304,000	-
Clean Leaders - NS Department of Energy and Mines	38,544	-
Clean Leaders - Office of Aboriginal Affairs	50,000	-
Clean Transportation	373,933	380,481
PACE marketing	58,362	86,000
EnviroEd	15,000	62,400
Environmental Home Assessment Program - Central & Northern	16,118	16,118
Sustainable Development Goals Act - Nova Scotia Environment	45,256	50,737
Clean Innovation Challenge	-	32,500
Workplace Education Initiative	8,993	-
BIPOC Training - NS Department of Energy and Mines	213,827	-
Clean Air Partnership	7,930	-
Energy Training - NS Department of Energy and Mines	140,201	-
Energy Consulting - NS Department of Energy and Mines	75,000	-
Kwilmu'kw Maw-Klusuaqn Negotiations Office	25,948	-
Connect 2 - Electrician Training	2,031	-
Connect 2 - Fleet Conversion	20,572	-
Home Energy Assessment	18,835	-
Climate Education	50,000	-
Sydney Public Housing Pilot	50,000	-
Electrified Rebate	9,451,836	-
	<u>\$ 13,341,386</u>	<u>\$ 1,216,579</u>

9. NET ASSETS

During the year the Foundation approved a net asset reserve fund policy which created new internally restricted net asset funds and outlined the stipulations for interfund transfers to these new funds. The Foundation transferred the opening balances of internally restricted net asset funds to these new funds during the year as follows:

\$2,385,776 was transferred from Unrestricted to the Operating Reserve Fund

\$33,390 was transferred from Training to the Operating Reserve Fund

\$259,363 was transferred from Capital Projects to the Building and Capital Asset Fund

\$338,461 was transferred from Program Development to the Opportunity Reserve Fund

\$303,917 was transferred from Program Support to the Opportunity Reserve Fund

\$330,343 was transferred from NSYCC to the Opportunity Reserve Fund

During the year the Foundation approved the following transfers from Unrestricted Net Assets:

\$273,462 to the Operating Reserve Fund

\$9,070 to the Building and Capital Asset Fund

\$33,533 to the Opportunity Reserve Fund

THE CLEAN NOVA SCOTIA FOUNDATION
Notes to Non-Consolidated Financial Statements
Year Ended March 31, 2021

10. GOVERNMENT ASSISTANCE

During the year the Foundation received or became due to receive Canada Emergency Wage Subsidies of \$862,857 (2020 - \$80,361)

11. RELATED COMPANY

	2021	2020
<u>Related company transactions</u>		
3326481 Nova Scotia Limited		
<i>Subsidiary corporation</i>		
Interest income	\$ 8,400	\$ 6,300
Trade accounts receivable	20,916	10,573

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. Advances receivable from 3326481 Nova Scotia Limited are non-interest bearing with repayment anticipated during fiscal 2022.

Promissory note receivable

	2021	2020
3326481 Nova Scotia Limited \$500,000 promissory note receivable bearing interest at 1.68% per annum calculated semi-annually, repayable in monthly interest only payments of \$700. The loan matures on June 25, 2039 and is secured by a collateral mortgage over 122 Portland Street and assignment of fire insurance and rents.	\$ 514,700	\$ 506,300

Accrued interest of \$14,700 is expected to be repaid during fiscal 2022. The principal balance of \$500,000 is due in full as at the maturity date of June 25, 2039.

12. ECONOMIC DEPENDENCE

The Foundation's operations are sustained using contributions and service contracts with various funders. The service contract with Efficiency Nova Scotia for the Home Warming programs accounts for 38% of revenue at March 31, 2021 (2020 - 46%) and is set to expire on March 31, 2023.

13. COVID-19

Beginning in March 2020 the Governments of Canada and Nova Scotia, as well as foreign governments instituted emergency measures as a result of the COVID-19 virus. The virus has had a major impact on Canadian and international securities and currency markets and consumer activity which may impact the Foundation's financial position, its results of operations and its cash flows significantly. As these are on-going events, these financial statements do not reflect any potential future impact. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Foundation as at the report date.