

The Canadian Kennel Club
Financial Statements
For the year ended December 31, 2023

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Independent Auditor's Report

To the Members of The Canadian Kennel Club

Opinion

We have audited the accompanying financial statements of The Canadian Kennel Club ("the Organization"), which comprise the statement of financial position as at December 31, 2023, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of The Canadian Kennel Club as at December 31, 2023, and its financial performance 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 Organization 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 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.

In preparing the financial statements, management is responsible for assessing the Organization'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 Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization'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.



Independent Auditor's Report (continued)

Auditor's Responsibilities for the Audit of the Financial Statements (continued)

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 Organization'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 Organization'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 Organization 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.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants
Oakville, Ontario
March 25, 2024

The Canadian Kennel Club Statement of Financial Position

As at December 31	2023	2022
Assets		
Current		
Cash	\$ 480,364	\$ 795,588
Short-term investments (Note 3)	2,591,404	3,172,852
Accounts receivable	426,964	91,537
Due from related party (Note 6)	5,341	7,043
Inventories	32,529	55,614
Prepaid expenses	70,864	71,730
	3,607,466	4,194,364
Capital and intangible assets (Note 4)	2,717,273	2,170,524
	\$ 6,324,739	\$ 6,364,888
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 325,929	\$ 844,790
Deferred revenue (Note 5)	783,076	827,392
	1,109,005	1,672,182
Deferred leasehold inducement	430,968	20,161
	1,539,973	1,692,343
Net assets		
Externally restricted fund	9,630	9,630
Internally restricted funds		
Invested in capital assets fund	2,717,273	2,170,524
Other internally restricted fund	5,041	5,041
Unrestricted fund	2,052,822	2,487,350
	4,784,766	4,672,545
	\$ 6,324,739	\$ 6,364,888

On behalf of the Board:

_____ Director

_____ Director

The Canadian Kennel Club Statement of Operations

For the year ended December 31	2023	2022
Revenue		
Registration revenue	\$ 3,832,146	\$ 4,358,088
Membership fees	972,698	953,473
Shows and trials fees	1,610,602	1,519,538
Product sales	392,096	522,591
Affiliate and corporate sponsorships	638,487	190,902
Programs, projects and initiatives	28,009	30,831
General revenue	129,584	48,591
Regulatory revenue	10,085	9,800
	7,613,707	7,633,814
Expenses		
Human resources	4,344,627	3,938,298
IT support services	879,941	862,176
Building	271,240	583,270
Communications expense	309,756	301,538
Amortization	401,828	268,455
Purchases for resale and distribution	187,971	238,925
Professional fees	153,204	172,738
Equipment	108,332	176,119
Board of Directors	197,582	154,546
Bank fees and collection costs	137,740	144,726
Postage	115,565	129,622
Administration	127,836	86,208
Translation	95,994	95,401
Committees and councils	59,334	50,573
Other general expenses	75,332	34,393
Programs, projects and new initiatives	35,204	30,679
Market expansion	-	22,053
	7,501,486	7,289,720
Excess of revenue over expenses for the year	\$ 112,221	\$ 344,094

The accompanying notes are an integral part of these financial statements.

The Canadian Kennel Club Statement of Changes in Net Assets

For the year ended December 31, 2023

	Externally Restricted DNA Registry Fund	Invested in Capital Assets Fund	Internally Restricted for Junior Handling Fund	Unrestricted	Total
Net assets,					
beginning of year	\$ 9,630	\$ 2,170,524	\$ 5,041	\$ 2,487,350	\$ 4,672,545
Excess (deficiency) of revenue over expenses for the year	-	(405,062)	-	517,283	112,221
Purchase of capital and intangible assets	-	951,811	-	(951,811)	-
Net assets, end of year	\$ 9,630	\$ 2,717,273	\$ 5,041	\$ 2,052,822	\$ 4,784,766

For the year ended December 31, 2022

	Externally Restricted DNA Registry Fund	Invested in Capital Assets Fund	Internally Restricted for Junior Handling Fund	Unrestricted	Total
Net assets,					
beginning of year	\$ 9,630	\$ 1,459,870	\$ 5,141	\$ 2,853,810	\$ 4,328,451
Excess (deficiency) of revenue over expenses for the year	-	(268,455)	-	612,549	344,094
Transfer (to) from unrestricted fund	-	-	(100)	100	-
Purchase of capital and intangible assets	-	979,109	-	(979,109)	-
Net assets, end of year	\$ 9,630	\$ 2,170,524	\$ 5,041	\$ 2,487,350	\$ 4,672,545

The accompanying notes are an integral part of these financial statements.

The Canadian Kennel Club Statement of Cash Flows

For the year ended December 31	2023	2022
Net inflow of cash related to following activities		
Operating activities		
Excess of revenues over expenses for the year	\$ 112,221	\$ 344,094
Items not affecting cash		
Amortization of capital assets	92,549	42,173
Amortization of intangible assets	309,279	226,282
Net change in non-cash operating working capital items		
Accounts receivable	(335,427)	29,521
Inventories	23,085	2,065
Prepaid expenses	866	(11,961)
Accounts payable and accrued liabilities	(518,861)	537,519
Deferred revenue	(44,316)	247,335
Deferred leasehold inducement	410,807	(80,646)
	50,203	1,336,382
Investing activities		
Proceeds from (purchase of) short-term investments	581,448	(31,729)
Repayment from (advances to) related party (Note 6)	1,702	(7,043)
Proceeds on disposal of capital and intangible assets	3,234	-
Purchase of capital and intangible assets	(951,811)	(979,109)
	(365,427)	(1,017,881)
Financing activity		
Repayment of long-term payable	-	(20,000)
	-	(20,000)
Increase (decrease) in cash during the year	(315,224)	298,501
Cash, beginning of year	795,588	497,087
Cash, end of year	\$ 480,364	\$ 795,588

The accompanying notes are an integral part of these financial statements.

The Canadian Kennel Club Notes to Financial Statements

December 31, 2023

1. Significant Accounting Policies

Nature of Business

The Canadian Kennel Club ("CKC" or "the Organization") is a not-for-profit organization incorporated under the Federal Live Stock Pedigree Act, 1949 (currently Animal Pedigree Act, 1988). The objectives of The Canadian Kennel Club are the encouragement and development of pure-bred dogs in Canada, keeping records and issuing certification of pedigree registration of all recognized breeds of pure-bred dogs; establishing standards for breeds, compiling statistics, furnishing official and authentic information with respect to pure-bred dogs and providing governance for events authorized by The Canadian Kennel Club across Canada. The Organization qualifies as a tax-exempt non-profit organization under the terms of the Income Tax Act, Canada.

Basis of Accounting

These financial statements have been prepared using Canadian accounting standards for not-for-profit organizations.

Fund Accounting

The Organization follows the restricted fund method of accounting for contributions.

The DNA Registry Fund is an externally restricted fund that was established to research a potential DNA Registration system for canines.

The Invested in Capital Assets Fund represents funds that the Organization has invested in unamortized capital assets. These funds are, therefore not available for other purposes.

The Junior Handling Fund is internally restricted as designated by the Board of Directors. This Fund sets aside reserves to be used on expenditures relating to promotion of the Junior Handling Program. During the year, there were no transfers (2022 - Board of Directors approved \$100 transfer to the fund from the unrestricted net assets related to a donation).

The Unrestricted Fund represents the Organization's unrestricted resources from its operations.

Restricted contributions are recognized in the DNA Registry Fund. Unrestricted contributions are recognized as revenue in the General Fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Revenue Recognition

Registration revenue is recognized on the basis of the agreement in the year the service is provided.

Shows and trials fees are recognized after the related services are performed and collection is reasonably assured.

Membership fees are recognized on a pro-rata basis over the membership year to which the related services are provided.

Product sales revenue is recognized when the products are sold to the customer, the sale price is fixed and determinable and collectibility is reasonably assured.

The Canadian Kennel Club Notes to Financial Statements

December 31, 2023

1. Significant Accounting Policies (continued)

Revenue Recognition (continued)

Affiliate and corporate sponsorship revenue is recognized when amounts are received and any related obligations to the donor have been performed.

Interest income, which is included in general revenue is recognized as it is earned and recorded as a reduction in rent expense.

Programs, projects, and initiatives revenue is recognized as the related services are provided and collection is reasonably assured.

Regulatory revenue is recognized as the related services are provided and collection is reasonably assured.

Inventories

Inventory is valued at the lower of weighted average cost and net realizable value. Included in purchases for resale and distribution expense is \$133,262 (2022 - \$175,766) of inventories expensed during the year.

Capital and Intangible Assets

Capital assets and intangible assets are recorded at acquisition cost, less accumulated amortization and are amortized over their estimated useful lives at the following annual rates:

Machinery and equipment	- straight line over 5 years
Furniture and fixtures	- straight line over 10 years
Computer equipment and software	- straight line over 3 to 5 years
ERP system	- straight line over 8 years
Leasehold improvements	- straight line over lease term

Investment in Apex Publishing Limited

The investment in Apex Publishing Limited, the Organization's wholly-owned subsidiary, is accounted for using the equity method of accounting whereby the initial investment is recorded at cost and is subsequently adjusted to reflect the Organization's pro-rata share of the post-acquisition earnings of Apex.

Deferred Leasehold Inducement

The deferred leasehold inducement represents a free-rent period, escalation clauses and leasehold improvement incentive on the premises lease and is deferred and amortized on a straight-line basis over the term of the lease.

Leasehold improvement incentive is recorded as a reduction to the rent expense over the term of the lease.

Financial Instruments

Financial instruments are initially reported at fair value when acquired or issued. At each reporting date, they are subsequently measured at cost or amortized cost less impairment, if applicable. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired. Transaction costs on the acquisition, sale or issue of financial instruments are expensed for these items remeasured at fair value at each statement of financial position date and charged to the financial instrument for those measured at amortized cost.

The Canadian Kennel Club Notes to Financial Statements

December 31, 2023

1. Significant Accounting Policies (continued)

Use of Estimates

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 amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

2. Investment in Apex Publishing Limited

The Canadian Kennel Club holds 100% of the common shares of Apex Publishing Limited ("Apex"). Apex is incorporated to operate as a profit oriented enterprise and is taxable under the Income Tax Act. Apex was responsible for the publication and supply of the magazines Dogs in Canada and Dogs Annual.

During the year ended December 31, 2011, the decision was made to substantially cease the operations of Apex and write-down the related investment. During the current and prior year, there was no activity in Apex Publishing Limited.

The financial statements of Apex have not been consolidated in the financial statements of The Canadian Kennel Club but are available upon request. As of December 31, 2023, the financial position of Apex includes total liabilities of \$837,420 (2022 - \$837,420) and a shareholder's deficiency of \$837,420 (2022 - \$837,420). The liabilities in Apex represent amounts owing to The Canadian Kennel Club. The related amounts receivable in CKC have been fully allowed for.

3. Short-term Investments

Short-term investments consist of Guaranteed Investment Certificates with interest rates of 5% to 5.25% (2022 - 3.95%) and maturities of November 18, 2024 and December 23, 2024 (2022 - November 17, 2023).

The Canadian Kennel Club Notes to Financial Statements

December 31, 2023

4. Capital and Intangible Assets

	2023		2022	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Capital assets				
Machinery and equipment	\$ 26,023	\$ 24,592	\$ 99,857	\$ 94,301
Leasehold Improvements	985,273	57,767	413,144	-
Furniture and fixtures	122,660	108,458	286,682	286,349
Computer equipment	177,713	108,333	216,374	125,076
Total	1,311,669	299,150	1,016,057	505,726
Intangible assets				
Computer software	772,332	100,115	349,347	300,648
ERP system	1,823,881	791,344	2,152,865	541,371
Total	2,596,213	891,459	2,502,212	842,019
	\$ 3,907,882	\$ 1,190,609	\$ 3,518,269	\$ 1,347,745
Net book value		\$ 2,717,273		\$ 2,170,524

Included in ERP system costs are software development costs of \$23,500 (2022 - \$526,791) that are not being amortized as that portion of the system is not yet ready for use.

5. Deferred Revenue

	2023	2022
Membership fees	\$ 525,550	\$ 510,052
Marketing fees	202,934	250,000
Club fees	31,645	29,820
Judges fees	22,947	25,074
Rental income	-	12,446
	\$ 783,076	\$ 827,392

The Canadian Kennel Club

Notes to Financial Statements

December 31, 2023

6. Transactions with CKC Foundation

The CKC Foundation is a not-for-profit organization incorporated without share capital under the laws of Canada. Its purpose is to educate the public about the diverse and beneficial roles of dogs in Canadian Society and to conduct research into the causes, diagnoses and treatment of canine diseases. The Foundation is a registered charity and, as such, is exempt from income tax. The Canadian Kennel Club exerts significant influence over the activities of the Foundation.

During the year, the Organization advanced funds in the amount of \$5,341 (2022 - \$7,043) to the Foundation for expenses paid by the Organization on behalf of the Foundation. The Organization does not otherwise have economic interest in the Foundation.

7. Commitments

The Canadian Kennel Club has entered into operating leases for its office premises, certain equipment and other outside services. The minimum annual lease payments on all leases for the next five years and thereafter are as follows:

2024	\$	174,517
2025		145,226
2026		136,834
2027		121,627
2028		115,627
Thereafter		<u>530,794</u>
	\$	<u>1,224,625</u>

8. Pension Plan

The Canadian Kennel Club has a contributory, trustee and funded pension plan for its employees.

The Canadian Kennel Club's matching contribution for the year ended December 31, 2023 was \$95,458 (2022 - \$89,948). This amount is included in the human resources expenses on the statement of operations.

The Canadian Kennel Club

Notes to Financial Statements

December 31, 2023

9. Contingencies

In the normal course of business, the Organization enters into agreements that meet the definition of a guarantee. The Organization's primary guarantees subject to disclosure requirements are as follows:

- a) Indemnity has been provided to all directors and officers of the Organization for various items including, but not limited to, all costs to settle suits or actions due to association with the Organization, subject to certain restrictions. The Organization has purchased directors' and officers' liability insurance to mitigate the cost of any potential future suits or actions. The term of the indemnification is not explicitly defined, but is limited to the period over which the indemnified party served as a trustee, director or officer of the Organization. The maximum amount of any potential future payment cannot be reasonably estimated.
- b) In the normal course of business, the Organization has entered into agreements that include indemnities in favour of third parties, such as purchase and sale agreements, confidentiality agreements, engagement letters with advisors and consultants, outsourcing agreements, leasing contracts, information technology agreements and service agreements. These indemnification agreements may require the Organization to compensate counterparties for losses incurred by the counterparties as a result of breaches in representation, and regulations or as a result of litigation claims or statutory sanctions that may be suffered by the counterparty as a consequence of the transaction. The terms of these indemnities are not explicitly defined and the maximum amount of any potential reimbursements cannot be estimated.

10. Financial Instrument Risks

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 Organization is exposed to interest rate risk arising from the possibility that changes in interest rates will affect the value of fixed income denominated investments. The risk has not changed from prior year.

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 Organization is exposed to credit risk arising from its accounts receivable. The risk has not changed from prior year.