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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of Atlantic Salmon Federation (Canada)

### ***Opinion***

We have audited the financial statements of Atlantic Salmon Federation (Canada) (the Entity), which comprise:

- the statement of financial position as at September 30, 2024
- the statement of operations for the year then ended
- the statement of changes in net assets for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the “financial statements”).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at September 30, 2024, its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for non-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 auditor’s report.

We are independent of the Entity 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 non-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.



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

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



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- 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.

*KPMG LLP*

Chartered Professional Accountants

Fredericton, Canada

March 31, 2025

# ATLANTIC SALMON FEDERATION (CANADA)

## Statement of Financial Position

September 30, 2024, with comparative information for 2023


	2024	2023
<b>Assets</b>		
Current assets:		
Cash	\$ 5,014,801	2,758,506
Accounts receivable	78,589	157,272
Receivable from ASF (U.S.), Inc. (note 2)	295,157	1,174,814
Unconditional promises to give (note 4)	763,603	619,985
Inventory	43,096	68,096
Prepaid expenses	156,749	167,962
Currency forward exchange contracts	5,504	-
	<u>6,357,499</u>	<u>4,946,635</u>
Investments (note 4)	1,978,713	1,795,447
Long-term unconditional promises to give (note 4)	840,687	858,666
Capital assets (note 5)	332,169	330,870
	<u>\$ 9,509,068</u>	<u>\$ 7,931,618</u>


## Liabilities, Deferred Contributions and Net Assets

Current liabilities:		
Accounts payable and accrued liabilities	\$ 854,985	748,136
Currency forward exchange contracts	-	41,809
Deferred revenue	195,081	120,857
	<u>1,050,066</u>	<u>910,802</u>
Currency forward exchange contracts	-	8,599
Deferred contributions (note 6):		
Related to Wild Salmon Nature Centre	132,382	158,856
For expenses of future periods	5,586,289	4,474,368
	<u>5,718,671</u>	<u>4,633,224</u>
Net assets:		
Invested in capital assets (note 7)	199,787	172,014
Externally restricted for endowments (note 8)	1,468,768	1,362,423
Internally restricted (note 9)	815,646	587,550
Unrestricted	256,130	257,006
	<u>2,740,331</u>	<u>2,378,993</u>
	<u>\$ 9,509,068</u>	<u>\$ 7,931,618</u>

See accompanying notes to financial statements.

On behalf of the Board:

 Director

 Director

# ATLANTIC SALMON FEDERATION (CANADA)

## Statement of Operations

Year ended September 30, 2024, with comparative information for 2023

	2024	2023
Revenues:		
Membership	\$ 71,519	75,379
Contributions	1,936,256	2,586,094
Dinners and raffles	701,845	818,650
Contributions from ASF (U.S.), Inc. (note 9)	3,477,950	2,762,250
Advertising	35,419	45,332
Interest	44,599	53,010
Realized gain (loss) on sale of investments	41,368	(82,463)
Unrealized gain on investments	172,693	76,064
Unrealized gain on financial derivative	55,912	168,385
Gain on foreign exchange	24,532	32,880
Amortization of deferred capital contributions related to Wild Salmon Nature Centre	26,474	26,474
Miscellaneous	208,451	236,881
	6,797,018	6,798,936
Expenses:		
Conservation Programs:		
General	19,109	13,613
Advocacy	998,437	782,499
Regional Programs	772,800	1,025,428
Wild Salmon Watersheds	433,915	258,211
Community Outreach and Engagement	4,619	10,434
	2,228,880	2,090,185
Education Programs:		
Publications	323,619	349,912
Public Information	724,299	318,641
Wild Salmon Nature Centre	38,601	37,804
	1,086,519	706,357
Research Programs	1,425,225	2,218,631
Administration	451,605	434,108
Facilities	352,502	283,629
Development	708,532	559,921
Dinners and raffles	288,762	370,808
	6,542,025	6,663,639
Excess of revenues over expenses	\$ 254,993	\$ 135,297

See accompanying notes to financial statements.

## ATLANTIC SALMON FEDERATION (CANADA)

### Statement of Changes in Net Assets

Year ended September 30, 2024

<b>September 30, 2024</b>	<b>Invested in capital assets</b>	<b>Externally restricted for endowments</b>	<b>Internally restricted</b>	<b>Unrestricted</b>	<b>Total</b>
Balance, beginning of year	\$ 172,014	\$ 1,362,423	\$ 587,550	\$ 257,006	\$ 2,378,993
Excess (deficiency) of revenues over expenses (note 7)	(48,952)	-	-	303,945	254,993
Endowment contributions	-	105,000	-	-	105,000
Interest allocated to endowments (note 8)	-	1,345	-	-	1,345
Net change in investment in capital assets	76,725	-	-	(76,725)	-
Transfers (note 9)	-	-	228,096	(228,096)	-
<b>Balance, end of year</b>	<b>\$ 199,787</b>	<b>\$ 1,468,768</b>	<b>\$ 815,646</b>	<b>\$ 256,130</b>	<b>\$ 2,740,331</b>

<b>September 30, 2023</b>	<b>Invested in capital assets</b>	<b>Externally restricted for endowments</b>	<b>Internally restricted</b>	<b>Unrestricted</b>	<b>Total</b>
Balance, beginning of year	\$ 163,140	\$ 1,259,268	\$ 453,287	\$ 264,846	\$ 2,140,541
Excess (deficiency) of revenues over expenses (note 7)	(52,565)	-	-	187,862	135,297
Endowment contributions	-	100,000	-	-	100,000
Interest allocated to endowments (note 8)	-	3,155	-	-	3,155
Net change in investment in capital assets	61,439	-	-	(61,439)	-
Transfers (note 9)	-	-	134,263	(134,263)	-
<b>Balance, end of year</b>	<b>\$ 172,014</b>	<b>\$ 1,362,423</b>	<b>\$ 587,550</b>	<b>\$ 257,006</b>	<b>\$ 2,378,993</b>

See accompanying notes to the financial statements.

# ATLANTIC SALMON FEDERATION (CANADA)

## Statement of Cash Flows

Year ended September 30, 2024, with comparative information for 2023

	2024	2023
Cash provided by (used in):		
Operating activities:		
Excess of revenues over expenses	\$ 254,993	\$ 135,297
Items not involving cash:		
Unrealized gain on investments	(172,693)	(76,064)
Amortization of capital assets	75,426	79,039
Amortization of deferred capital contributions related to Wild Salmon Nature Centre	(26,474)	(26,474)
Realized (gain) loss on sale of investments	(41,368)	82,463
Decrease in accounts receivable	78,683	451,695
Decrease (increase) in accounts receivable from ASF US	879,657	(986,540)
Decrease (increase) in inventory	25,000	(27,161)
Decrease (increase) in prepaid expenses	11,213	(29,984)
Increase in net unconditional promises to give	(125,639)	(1,110,023)
Increase in accounts payable and accrued liabilities	106,849	153,470
Increase (decrease) in deferred revenue	74,224	(24,952)
Unrealized gain on financial derivative	(55,912)	(168,385)
Increase in deferred contributions for expenses of future periods	1,111,921	927,144
	2,195,880	(620,475)
Financing and investing activities:		
Acquisition of investments	(1,894,584)	(1,633,012)
Proceeds from sale of investments	1,925,379	1,497,832
Capital assets acquired	(76,725)	(61,439)
Endowment contributions and interest	106,345	103,155
	60,415	(93,464)
Increase (decrease) in cash position	2,256,295	(713,939)
Cash position, beginning of year	2,758,506	3,472,445
Cash position, end of year	\$ 5,014,801	\$ 2,758,506

See accompanying notes to the financial statements.

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

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Atlantic Salmon Federation (Canada) (the "Federation") is incorporated under the Quebec Companies Act and its principal activities include the promotion and conservation of the wild Atlantic salmon through education, enhancement, restoration, research and international cooperation. The Federation is a registered charity under the Income Tax Act and accordingly is exempt from income taxes, provided certain requirements of the Income Tax Act are met.

## 1. Significant accounting policies:

### (a) General:

The financial statements have been prepared in accordance with Canadian Accounting Standards for not-for-profit organizations in Part III of the CPA Handbook.

### (b) Revenue recognition:

The Federation follows the deferral method of accounting for restricted contributions.

Restricted contributions are subject to externally imposed donor stipulations specifying the purpose for which they must be used. Externally restricted contributions, other than endowment contributions, are recognized as revenue in the year in which the related expenses are recognized.

Contributions restricted for the purchase of capital assets are deferred and amortized into revenue on a straight-line basis, at a rate corresponding with the amortization rate for the related capital assets.

Endowment contributions are a special type of restricted contribution where the externally imposed restriction is that the resources contributed must be maintained permanently. Endowment contributions from external parties are recognized as direct increases in endowment net assets.

All contributions that do not meet the definition of either a restricted or an endowment contribution are unrestricted contributions. Unrestricted contributions are recognized as revenue when received or receivable if the amount can be reasonably estimated and collection is reasonably assured.

Investment income available for distribution is recorded as unrestricted or as a direct increase in net assets for endowment purposes depending on the terms specified by the donor.

Revenue from memberships, Wild Salmon Nature Center, dinners and raffles, advertising and miscellaneous are recognized when the services are provided or goods are sold and collection is probable.

### (c) Unconditional promises to give:

Pledged contributions due in the next year are reflected as current assets and are recorded at their net realizable value. Where there is sufficient certainty of collection, pledged contributions due in subsequent years are reflected as long-term contributions receivable and are recorded at the present value of their net realizable value, discounted using the risk-free interest rates applicable to the years in which the pledges are to be received.



# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

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## 1. Significant accounting policies (continued):

### (d) Contributed services:

A substantial number of volunteers contribute a significant amount of their time each year to assist in fundraising and special projects. Because of the difficulty of determining the fair value, contributed services are not recognized in the financial statements.

### (e) Capital assets:

Purchased capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution. Amortization is provided using the straight-line method as per the following:

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Wild Salmon Nature Centre	30 years
Vehicles	7 years
Web site	5 years
Office furniture and equipment	3 and 5 years

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### (f) Inventory:

Inventory is recorded at the lower of cost and replacement cost. Cost is based on the average purchase price. It is management's assessment that inventory is properly valued at year end and no further adjustments are required.

### (g) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Freestanding derivative instruments that are not in a qualifying hedging relationship and equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Federation has elected to carry all other investments at fair value. Settlement date accounting is used.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Federation determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Federation expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value. There has been no impairment charges during the year recorded by the Federation.

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

## 1. Significant accounting policies (continued):

(h) Use of estimates:

The preparation of the financial statements in conformity with the CPA Handbook for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of accounts receivable and unconditional promises to give, and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during the report periods. Actual results could differ from those estimates.

(i) Asset impairment:

When a capital asset no longer has any long-term service potential to the Federation, the excess of its net carrying amount over and residual value is recognized as an expense in the statement of operations. There has been no impairment charges during the year recorded by the Federation.

(j) Foreign currency translation:

The market values of investments listed in foreign currencies are translated into Canadian dollars at the year-end exchange rate. In calculating unrealized gains or losses on foreign securities, cost values are translated into Canadian dollars at the rate of exchange on the transaction date.

## 2. Receivable from / payable to Atlantic Salmon Federation (U.S.), Inc.:

The amount is unsecured, interest-bearing with interest waived and has no set terms of repayment.

## 3. Investments:

September 30, 2024	Fair market value	Cost
Cash and investment certificate	\$ 128,494	\$ 125,069
Fixed income	365,554	355,000
Equities	1,484,665	1,093,515
	\$ 1,978,713	\$ 1,573,584

September 30, 2023	Fair market value	Cost
Cash and investment certificate	\$ 335,695	\$ 332,376
Fixed income	305,817	300,000
Equities	1,153,935	967,068
	\$ 1,795,447	\$ 1,599,444

The fixed income investments have an effective interest rate of 1.10% to 5.35% (2023 - 1.10% to 5.35%) and mature between 2025 and 2026.

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

## 4. Unconditional promises to give:

	2024		2023	
	Temporarily restricted	Permanently restricted	Temporarily restricted	Permanently restricted
Total unconditional promises to give	\$ 1,701,050	\$ 4,250	\$ 1,584,642	\$ 4,250
Receivables in less than one year	759,353	4,250	615,735	4,250
Receivable in one to three years	941,697	-	968,907	-
Less discounts to net present value	101,010	-	110,241	-
Net receivable in one to three years	\$ 840,687	\$ -	\$ 858,666	\$ -

## 5. Capital assets:

September 30, 2024	Cost	Accumulated amortization	Net book value
Wild Salmon Nature Centre	\$ 1,103,372	\$ 947,700	\$ 155,672
Vehicles	174,697	87,716	86,981
Office furniture and equipment	185,507	95,996	89,511
	\$ 1,463,576	\$ 1,131,412	\$ 332,164

September 30, 2023	Cost	Accumulated amortization	Net book value
Wild Salmon Nature Centre	\$ 1,159,441	\$ 933,232	\$ 226,209
Vehicles	127,128	69,556	57,572
Website	52,116	52,116	-
Office furniture and equipment	426,832	379,743	47,089
	\$ 1,765,517	\$ 1,434,647	\$ 330,870

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

## 6. Deferred contributions:

(a) For expenses of future periods:

Deferred contributions related to expenses of future periods and for future annual givings represent unspent externally restricted grants and donations for conservation, education and research purposes.

	2024	2023
Balance, beginning of year	\$ 4,474,368	\$ 3,547,224
Add: Contributions received related to expenses of future periods	2,674,500	2,893,745
	7,148,868	6,440,969
Less: Recognized in revenue in the year	1,562,579	1,966,601
Balance, end of year	\$ 5,586,289	\$ 4,474,368

	2024	2023
Conservation	\$ 4,413,680	\$ 3,613,252
Wild Salmon Watersheds	778,655	223,636
Education	-	5,000
Research	393,954	632,498
	\$ 5,586,289	\$ 4,474,386

Deferred contributions related to expenses of future periods were released from donor restrictions by incurring expenses satisfying the purpose restrictions specified by donors as follows:

	2024	2023
Conservation	\$ 580,622	\$ 94,959
Regional Programs:		
Smallmouth Bass Eradication	-	447,016
Education	-	5,000
Wild Salmon Watersheds	100,000	-
Research	881,957	1,419,626
	\$ 1,562,579	\$ 1,966,601

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

## 6. Deferred contributions (continued):

(b) Deferred capital contributions related to Wild Salmon Nature Centre:

During 1996 and 1997 the Federation held a campaign to raise funds for capital and operating costs of a Wild Salmon Nature Centre. Deferred contributions related to the Wild Salmon Nature Centre represent the unamortized amount and unspent amount of contributions received for the capital and operating costs. The amortization of the expended contributions is recorded as revenue in the statement of operations.

	2024	2023
Balance, beginning of year	\$ 158,856	\$ 185,330
Less: Amortization for the year	26,474	26,474
Balance, end of year	\$ 132,382	\$ 158,856

## 7. Invested in capital assets:

(a) Investment in capital assets is calculated as follows:

	2024	2023
Capital assets	\$ 332,169	\$ 330,870
Amounts financed by deferred contributions	(132,382)	(158,856)
	\$ 199,787	\$ 172,014

(b) Change in net assets invested in capital assets is calculated as follows:

	2024	2023
Deficiency of revenues over expenses:		
Amortization of deferred contributions related to capital assets	\$ 26,474	\$ 26,474
Amortization of capital assets	(75,426)	(79,039)
	\$ (48,952)	\$ (52,565)

## 8. Net assets externally restricted for endowments:

All of the net assets externally restricted for endowment purposes are subject to restrictions stipulating that the principal be maintained intact. One endowment contribution totaling \$85,399 require that a specific percentage of the related investment income be recorded as a direct increase in net assets for endowment purposes. The amount for 2024 is \$1,345 (2023 - \$3,155). The balance of the investment income on the remaining endowment assets is unrestricted and included as investment income on the statement of operations.

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

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## 9. Net assets internally restricted:

The Board has restricted net assets for future purposes. Transfers to and from the net assets internally restricted for endowments are made at the discretion of the Board.

## 10. Related party transactions:

The program of conservation activities in Canada, complete with budgets that cover all costs to be incurred, including staffing and other direct and indirect components, is developed by management and approved for implementation by the Board of Directors of the Atlantic Salmon Federation (Canada) ("ASF (Canada)").

ASF (Canada) requests funding from Atlantic Salmon Federation (U.S.), Inc. ("ASF (US)"), a separate but affiliated U.S. charity with a separate board of directors, to support certain conservation programs and activities implemented by ASF (Canada).

ASF (Canada) has entered into a lease agreement with ASF (US) for use of all real estate, improvements and equipment which ASF (US) owns in Canada. Under this lease agreement, ASF (Canada) pays all costs related to occupancy of the real estate and operation of the equipment; and pays ASF (US) an annual rental fee of \$1.

ASF (Canada) has entered into agreements with ASF (US), pursuant to which, the President of ASF (Canada) will provide services as President of ASF (US); and, the employees of ASF (Canada)'s Fundraising and Administration departments will provide fundraising and administration services to ASF (US). Under the terms of these agreements ASF (US) will pay ASF (Canada) amounts as determined during the annual budget process.

During the fiscal year ended September 30, 2024, ASF (US) contributed a total of \$3,477,950 (2023 - \$2,762,250) to ASF (Canada) relative to certain conservation programs and other activities, including agreements, as described in the paragraph immediately above.

These related party transactions are recorded at the exchange amount as agreed upon by the two parties.

## 11. Fair value of financial instruments:

The following methods and assumptions are used in estimating the fair value for financial instruments:

Cash, accounts receivable, current unconditional promises to give, receivable and/or payable from Atlantic Salmon Federation (U.S.), Inc., and accounts payable and accrued liabilities: the carrying amounts report in the statement of financial position approximate fair values because of the short maturities of these instruments.

Investments: Investments are measured at fair value and are based on quoted market prices.

Long-term unconditional promises to give: The fair value of promises to give that are due in more than one year is estimated by discounting the future cash flows using a current risk free rate of return over the expected collection period.

# ATLANTIC SALMON FEDERATION (CANADA)

Notes to Financial Statements

Year ended September 30, 2024

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## 12. Concentrations of risk:

Credit and interest rate risk:

The Federation is exposed to credit risk on cash balances, investments, accounts receivable and unconditional promises to give. Cash balances are maintained at high quality financial institutions. The collectability of accounts receivable and unconditional promises is assessed on an individual basis and written off in the statement of operations when deemed irrecoverable. Investments are subject to both credit and interest rate risk which is managed by holding a diverse portfolio.

Foreign exchange:

The Federation is exposed to foreign exchange risk on investments listed in foreign currencies. The Federation manages this exposure by holding a diverse portfolio. The Federation has implemented a foreign exchange hedging program starting in the 2018-19 year in order to minimize risk related to foreign currency exchange transactions.