

Francis Winspear Centre for Music
Financial Statements
June 30, 2018

Management's Responsibility

To the Members of the Francis Winspear Centre for Music:

Management is responsible for the preparation and presentation of the accompanying financial statements, including responsibility for significant accounting judgments and estimates in accordance with Canadian accounting standards for not-for-profit organizations and ensuring that all information in the annual report is consistent with the statements. This responsibility includes selecting appropriate accounting principles and methods, and making decisions affecting the measurement of transactions in which objective judgment is required.

In discharging its responsibilities for the integrity and fairness of the financial statements, management designs and maintains the necessary accounting systems and related internal controls to provide reasonable assurance that transactions are authorized, assets are safeguarded and financial records are properly maintained to provide reliable information for the preparation of financial statements.

The Board of Directors and Audit Committee are composed primarily of Directors who are neither management nor employees of the Organization. The Board is responsible for overseeing management in the performance of its financial reporting responsibilities, and for approving the financial information included in the annual report. The Board fulfils these responsibilities by reviewing the financial information prepared by management and discussing relevant matters with management and external auditors. The Board is also responsible for recommending the appointment of the Organization's external auditors.

MNP LLP is appointed by the members to audit the financial statements and report directly to them; their report follows. The external auditors have full and free access to, and meet periodically and separately with, both the Board and management to discuss their audit findings.

October 24, 2018



President & CEO



Vice President of Finance & Building
Operations

Independent Auditors' Report

To the Members of the Francis Winspear Centre for Music:

We have audited the accompanying financial statements of Francis Winspear Centre for Music which comprise the statement of financial position as at June 30, 2018 and the statements of operations and changes in fund balances and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the Francis Winspear Centre for Music derives part of its revenue from the general public in the form of donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the Francis Winspear Centre for Music. Therefore, we were not able to determine whether any adjustments might be necessary to donations, excess (deficiency) of revenue over expenses and cash flows from operations for the years ended June 30, 2018 and 2017 and current assets as at June 30, 2018 and 2017, and net assets as at July 1 and June 30 for both 2018 and 2017 years. Our audit opinion on the financial statements for the year ended June 30, 2017 was also modified because of the possible effects of this limitation in scope.

Qualified Opinion

In our opinion, except for the known and possible effects of the matters described in the Basis for Qualified Opinion paragraphs, the financial statements present fairly in all material respects the financial position of Francis Winspear Centre for Music as at June 30, 2018 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.

Edmonton, Alberta

October 24, 2018

MNP LLP

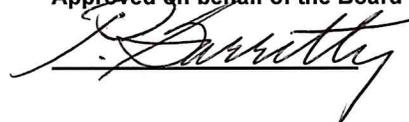
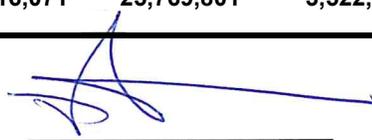
Chartered Professional Accountants

Francis Winspear Centre for Music Statement of Financial Position

As at June 30, 2018

	<i>Operating Fund</i>	<i>Capital Fund</i>	<i>Endowment Fund</i>	2018	2017
Assets					
Current					
Cash and cash equivalents	367,498	2,367,446	-	2,734,944	1,174,644
Accounts receivable	234,385	343	-	234,728	271,942
Prepaid expenses and deposits	115,211	-	-	115,211	108,224
Inventory	43,612	-	-	43,612	35,555
Due from Edmonton Symphony & Concert Hall Foundation (Note 5)	268,061	-	-	268,061	141,901
Due from Edmonton Symphony Society (Note 5)	113,497	-	-	113,497	-
Due (to) from other funds	1,073,807	(1,299,594)	225,786	-	-
	2,216,071	1,068,195	225,786	3,510,053	1,732,266
Capital assets (Note 3)	-	24,701,606	-	24,701,606	24,979,968
Investments (Note 4)	-	-	3,297,052	3,297,052	5,784,978
	2,216,071	25,769,801	3,522,838	31,508,711	32,497,212
Liabilities					
Current					
Accounts payable and accruals	329,737	43,868	(66,648)	306,958	474,075
Deferred contributions	75,125	-	110,574	185,699	215,859
Third party ticket sales (Note 6)	187,967	-	-	187,967	593,417
Due to Edmonton Symphony Society (Note 5)	-	-	-	-	1,324
	592,829	43,868	43,926	680,624	1,284,675
Capital lease obligations	-	4,927	-	4,927	19,320
	592,829	48,795	43,926	685,551	1,303,995
Commitments (Note 8)					
Net Assets					
Share capital (Note 9)	100	-	-	100	100
Contributed surplus	1,634	-	-	1,634	1,634
Fund balances	1,621,508	25,721,006	3,478,912	30,821,426	31,191,483
	1,623,242	25,721,006	3,478,912	30,823,160	31,193,217
	2,216,071	25,769,801	3,522,838	31,508,711	32,497,212

Approved on behalf of the Board

The accompanying notes are an integral part of these financial statements

Francis Winspear Centre for Music
Statement of Operations and Changes in Fund Balances

For the year ended June 30, 2018

	<i>Operating Fund</i>		<i>Capital Fund</i>		<i>Endowment Fund</i>		<i>Total</i>	
	2018	2017	2018	2017	2018	2017	2018	2017
Revenue								
Facility <i>(Note 5)</i>	1,607,231	1,550,405	-	-	-	-	1,607,231	1,550,405
Bar, concession, merchandise	864,387	783,538	-	-	-	-	864,387	783,538
Stage production	541,516	525,159	-	-	-	-	541,516	525,159
Investment income	-	-	18,089	20,729	228,209	541,243	246,298	561,972
Patron services personnel	458,922	481,395	-	-	-	-	458,922	481,395
Donations <i>(Note 5)</i>	367,678	631,566	-	-	-	-	367,678	631,566
Live at the Winspear	283,503	220,786	-	-	-	-	283,503	220,786
Grant revenue	286,548	71,063	651,998	75,000	-	-	938,546	146,063
Corporate investment <i>(Note 10)</i>	88,946	70,163	-	-	-	-	88,946	70,163
Education and outreach	33,286	22,888	-	-	-	-	33,286	22,888
	4,532,017	4,356,963	670,087	95,729	228,209	541,243	5,430,313	4,993,935
Expenses								
Facility	1,020,359	1,068,373	18,000	-	-	-	1,038,359	1,068,373
Administration <i>(Note 5)</i>	802,284	905,724	509	1,070	-	-	802,793	906,794
Patron services personnel	796,252	658,255	-	-	-	-	796,252	658,255
Stage production	620,998	579,355	32,378	-	-	-	653,376	579,355
Artistic	320,112	266,173	-	-	-	-	320,112	266,173
Bar, concession, merchandise	271,734	242,226	-	-	-	-	271,734	242,226
Education and outreach	192,614	191,863	-	-	-	-	192,614	191,863
Core patron	118,109	160,490	-	-	-	-	118,109	160,490
Community investment	124,615	117,983	-	-	-	-	124,615	117,983
Branding and overhead	340,349	109,410	-	-	-	-	340,349	109,410
Single ticket sales	42,068	29,666	-	-	-	-	42,068	29,666
Amortization	-	-	1,099,989	1,191,624	-	-	1,099,989	1,191,624
	4,649,494	4,329,518	1,150,876	1,192,694	-	-	5,800,370	5,522,212
Excess (deficiency) of revenue over expenses	(117,477)	27,445	(480,789)	(1,096,965)	228,209	541,243	(370,057)	(528,277)
Opening fund balance, beginning of year	1,525,747	1,567,631	26,201,795	27,048,760	3,463,941	5,093,369	31,191,483	33,709,760
Transfer from endowment fund	213,238	180,671	-	-	(213,238)	(180,671)	-	-
Transfer to capital fund	-	(250,000)	-	250,000	-	-	-	-
Transfer to Edmonton Symphony & Concert Hall Foundation <i>(Notes 4, 5)</i>	-	-	-	-	-	(1,990,000)	-	(1,990,000)
Closing fund balance, end of year	1,621,508	1,525,747	25,721,006	26,201,795	3,478,912	3,463,941	30,821,426	31,191,483

The accompanying notes are an integral part of these financial statements

Francis Winspear Centre for Music

Statement of Cash Flows

For the year ended June 30, 2018

	<i>Operating Fund</i>	<i>Capital Fund</i>	<i>Endowment Fund</i>	2018	2017
Cash provided by (used for) the following activities					
Operating					
Excess (deficiency) of revenue over expenses	(117,477)	(480,789)	228,209	(370,057)	(528,277)
Amortization	-	1,099,989	-	1,099,989	1,191,624
Non-cash donations	(291,608)	-	-	(291,608)	(203,364)
Gain on disposal of capital assets	-	(5,763)	-	(5,763)	-
	(409,085)	613,437	228,209	432,561	459,983
Changes in working capital accounts					
Decrease in accounts receivable	36,459	755	-	37,214	61,565
Increase in inventory	(8,057)	-	-	(8,057)	(631)
Decrease (increase) in prepaid expenses and deposits	(6,987)	-	-	(6,987)	29,407
Increase (decrease) in accounts payable and accruals	(136,524)	36,051	(66,646)	(167,119)	189,819
Increase (decrease) in deferred contributions	(140,734)	-	110,574	(30,160)	25,799
Increase (decrease) in third party ticket sales	(405,450)	-	-	(405,450)	303,062
Interfund transfers	233,380	(222,017)	(11,363)	-	-
	(836,998)	428,226	260,774	(147,998)	1,069,004
Financing					
Repayments of capital lease obligations	-	(14,393)	-	(14,393)	(13,832)
Increase in due to related parties	50,627	-	-	50,627	608,863
	50,627	(14,393)	-	36,234	595,031
Investing					
Purchase of capital assets	-	(227,883)	-	(227,883)	(323,581)
Purchase of capital assets relating to Completion Project	-	(587,984)	-	(587,984)	(858,797)
Purchase of investments	-	-	(192,000)	(192,000)	(101,981)
Proceeds on disposal of investments	-	2,535,467	372,671	2,908,138	2,317,823
Investment transfer	213,238	-	(213,238)	-	-
Transfer of investments to Edmonton Symphony & Concert Hall Foundation	-	-	-	-	(1,990,000)
Reinvested investment earnings	-	-	(228,207)	(228,207)	(561,971)
	213,238	1,719,600	(260,774)	1,672,064	(1,518,507)
Increase (decrease) in cash resources	(573,133)	2,133,433	-	1,560,300	145,528
Cash resources, beginning of year	940,631	234,013	-	1,174,644	1,029,116
Cash resources, end of year	367,498	2,367,446	-	2,734,944	1,174,644

The accompanying notes are an integral part of these financial statements

Francis Winspear Centre for Music

Notes to the Financial Statements

For the year ended June 30, 2018

1. Organization

Francis Winspear Centre for Music (the "Centre"), formerly Edmonton Concert Hall Foundation, is a non-profit organization incorporated under the Alberta Companies Act. The Edmonton Symphony Society (the "Society") owns a 100% interest in the Centre.

The Centre's purpose is to provide the most outstanding conditions to experience music and to be the outstanding musical arts centre for the Edmonton Capital Region serving the Society and other community organizations. This is done in a way that nurtures and elevates the performances of all the community's musical arts organizations, both professional and amateur, and attracts great artists from around the world so that the musical and cultural richness of the community is continuously broadened and deepened.

2. Significant accounting policies

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations as issued by the Accounting Standards Board in Canada and include the following significant accounting policies:

Fund accounting

The accounts of the Centre are maintained in accordance with principles of restricted fund accounting for contributions. The accounts have been segregated into the operating, capital and endowment funds to reflect the purposes for which funds are designated.

- a) The Operating Fund accounts for the Centre's program delivery and administrative activities.
- b) The Capital Fund reports the assets, liabilities, revenue and expenses related to the Centre's capital assets.
- c) The Endowment fund reports resources contributed for endowment and the entire balance has been internally restricted.

Revenue recognition

Donation revenue is recognized in the year of receipt. Revenue from ticket sales and special events is recognized in income in the year the performance or event is held.

Restricted contributions related to operations are recognized as revenue of the Operating Fund in the year in which the related expenses are incurred. All other restricted contributions are recognized as revenue of the appropriate restricted fund.

Unrestricted contributions are recognized as revenue of the Operating Fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Capital Replacement Fund revenue is collected on tickets sold. To the extent capital repairs and additions are less than capital reserve revenue collected in a year, the excess funds are transferred to the Capital Fund for future capital expenditures. Deferred Capital Replacement Fund fees collected in 2018 and included in deferred contributions for capital assets are \$nil (2017 - \$nil).

Bar, concession, and merchandise revenue is recognized at the point of sale.

Facility, patron services personnel, stage production and parking revenues are recognized when services have been rendered.

Investment income is comprised of interest, dividends, and realized and unrealized gains and losses.

Contributed materials and services

Contributions of materials and services are recognized both as contributions and expenses in the statement of operations when a fair value can be reasonably estimated and when the materials and services are used in the normal course of the Centre's operations and would otherwise have been purchased.

Cash and cash equivalents

Cash and cash equivalents include balances with banks, cash floats, and short-term investments with maturities of three months or less. Cash subject to restrictions that prevent its use for current purposes is included in restricted cash.

Francis Winspear Centre for Music
Notes to the Financial Statements
For the year ended June 30, 2018

2. **Significant accounting policies** *(Continued from previous page)*

Inventory

Inventory is valued at the lower of cost and net realizable value. Cost is determined by the first in, first out method. Net realizable value is the estimated selling price in the ordinary course of business less selling costs.

Investments

Investments consist of bonds, debentures and equities which are all traded in the public markets. Investments are recorded at fair value, with changes to fair value recorded as investment income or loss. The Centre's investment policy prescribes the investment asset mix, including the degree of liquidity and concentration, the amount of foreign content and the credit ratings of debt issuers.

Capital assets

Purchased capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution if fair value can be reasonably determined.

Amortization is provided for using rates intended to amortize the cost of assets over their estimated useful lives of the asset. Instruments and Artwork are not amortized.

When the capital asset no longer contributes to the Centre's ability to provide services, the carrying amount is written down to residual value. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its residual value.

The rates of amortization use are:

	Method	Rate
Building	declining balance	4 %
Furniture and fixtures	declining balance	20 %
Computers	straight-line	5 years

Employee future benefits

The Centre sponsors a defined contribution group retirement savings plan for employees. The cost of the plan, representing the Centre's contributions in accordance with the plan agreement, is recorded in expenses for the year during which the services are rendered. The cost of the plan for 2018 was \$72,326 (2017 - \$65,669).

Allocation of expenses

Salary expenses are allocated based on the time contributed to each function by staff member.

Foreign currency translation

Transaction amounts denominated in foreign currencies are translated into their Canadian dollar equivalents at exchange rates prevailing at the transaction dates. Carrying values of monetary assets and monetary liabilities reflect the exchange rates at the statement of financial position date. Gains and losses on translation or settlement are included in the determination of excess (deficiency) of revenues over expenses for the current period.

Francis Winspear Centre for Music

Notes to the Financial Statements

For the year ended June 30, 2018

2. Significant accounting policies *(Continued from previous page)*

Financial instruments

The Centre recognizes its financial instruments when the Centre 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 carrying or exchange amount in accordance with section 3840 Related Party Transactions (refer to Note 5). At initial recognition, the Centre may irrevocably elect to subsequently measure any financial instrument at fair value. No such election has occurred in the current year.

The Centre subsequently measures investments in equity instruments quoted in an active market at fair value. 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 the excess of revenues over expenses for the current period. Conversely, transaction costs and financing fees are added to the carrying amount for those financial instruments subsequently measured at cost or amortized cost.

The Centre assesses impairment of all of its financial assets measured at cost or amortized cost when there is an indication of impairment. Any impairment which is not considered temporary is included in current year excess of revenues over expenses.

Measurement uncertainty (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 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, due from Edmonton Symphony & Concert Hall Foundation and Edmonton Symphony Society 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. Included in the Francis Winspear Centre for Music Completion Project is an allocation of internal labour costs.

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

3. Capital assets

	Cost	Accumulated amortization	2018 Net book value	2017 Net book value
Building	40,097,175	22,168,522	17,928,653	18,666,966
Furniture and fixtures	3,985,100	3,246,806	738,294	906,746
Instruments	2,257,963	-	2,257,963	2,257,963
Computers	1,680,230	1,565,125	115,105	74,684
Artwork	155,859	-	155,859	155,859
Francis Winspear Centre for Music Completion Project	3,505,732	-	3,505,732	2,917,750
	51,682,059	26,980,453	24,701,606	24,979,968

Francis Winspear Centre for Music Completion Project includes costs relating to engineering and research with a carrying value of \$3,505,732 (2017 - \$2,917,750). No amortization of this asset has been recorded during the current year because it is currently under development.

Francis Winspear Centre for Music

Notes to the Financial Statements

For the year ended June 30, 2018

4. Investments

Included in investments is \$1,438,004 (2017 - \$1,411,474) which represents contributions from the Estate of the late Stuart Davis and is restricted specifically for the care, maintenance and performance of the Davis concert organ.

Investments are managed by Edmonton Symphony and Concert Hall Foundation on behalf of the Centre.

5. Due to (from) related parties

The Edmonton Symphony Society's box office collected a facility fee on tickets sold on behalf of the Centre, amounting to \$472,993 (2017 - \$393,025). Under current agreements with the Centre, the Society paid \$557,208 (2017 - \$574,406) to the Centre in respect of office space and hall rental fees. Finance and administrative services are shared between the Society and the Centre, and the related costs are allocated between the parties. These amounts are included in expenses on the statement of operations and changes in fund balances.

In addition to the above transactions, the Society operates the box office which relates solely to ticket sales for Concert Hall events, for which no amount is recorded.

As a result of the above transactions, at June 30, 2018, there is \$113,497 receivable from (2017 - \$1,324 payable to) the Society. These amounts are unsecured, bear no interest and have no specified terms of repayment.

Non-cash donations from the Edmonton Symphony & Concert Hall Foundation ("the Foundation") in the amount of \$291,608 (2017 - \$203,364) occurred in the year as well as an investment management fee of \$20,159 (2017 - \$25,825).

As a result of these transactions, at June 30, 2018, there is \$268,061 receivable from (2017 - \$141,901) the Foundation. These amounts are unsecured, bear no interest and have no specified terms of repayment.

The above transactions occurred in the normal course of business and were measured at exchange amount, which is the amount of consideration established and agreed to by the related parties.

During the year Francis Winspear Centre for Music transferred \$nil (2017 - \$1,990,000) to Edmonton Symphony and Concert Hall Foundation.

6. Third party ticket sales

Third party ticket sales represents advance deposits on outside presenter concerts, ticket sales for events to be held in 2019 and amounts collected from advance ticket sales to fund the replacement and purchase of specific capital assets from time to time.

7. Allocation of expenses

Total salary expenses amount to \$2,522,736 (2017 - \$2,244,354) and are allocated as follows:

	2018	2017
Patron services personnel	744,743	635,475
Administration	589,567	607,513
Stage production	533,510	502,885
Community investment	317,800	144,937
Education and outreach	119,956	123,209
Artistic	110,560	79,570
Core patron	105,479	150,765
Facility	1,121	-
	2,522,736	2,244,354

Francis Winspear Centre for Music
Notes to the Financial Statements
For the year ended June 30, 2018

8. Commitments

The Centre leases office equipment (photocopiers, mail machines, water coolers, and telephone system) to conduct the affairs of the Centre. The committed payments over the next five years are as follows:

2019	24,153
2020	21,903
2021	18,243
	64,299

Other commitments

Expenditures are committed for the services of the International Alliance of Theatrical State Employees ("IATSE"). The latest agreement with IATSE will expire on June 30, 2018. The commitment is estimated to be approximately \$456,295 for 2019 (2018 - \$399,593).

9. Share capital

	2018	2017
Issued		
Common shares		
2 Class A shares	100	100

10. Contributed services and capital

The Centre receives substantial contributed services during the normal course of operations. These contributed services are recognized in the financial statements as corporate sponsorships based on the fair value at the date the contribution is made. Total services contributed to the Centre in 2018 amounted to \$78,417 (2017 - \$66,333).

11. Financial instruments

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

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 Centre is exposed to interest rate cash flow risk with respect to its managed investments (Note 4).

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 Centre's investments in publicly-traded securities and corporate bonds exposes the Centre to price risk as these investments are subject to price changes in an open market due to a variety of reasons.

Francis Winspear Centre for Music

Notes to the Financial Statements

For the year ended June 30, 2018

11. Financial instruments (Continued from previous page)

Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Centre enters into transactions to purchase, sell and earn income from its investment portfolio denominated in US Dollar (US\$) currency for which the related investment income and expenses are subject to exchange rate fluctuations. As at June 30, 2018, the following items are denominated in US dollar currency:

	2018	2017
	CAD\$	CAD\$
Cash	535	663
Investments	513,477	558,158

12. Comparative figures

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