



ANNUAL REPORT 2020

Beausejour Consumers Co-operative
Limited

Management's Responsibility

To the Members of Beausejour Consumers Co-operative Limited:

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 private enterprises 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 is composed entirely of Directors who are neither management nor employees of the Co-operative. 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, internal auditors, and external auditors. The Board is also responsible for recommending the appointment of the Co-operative'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.

April 1, 2021



General Manager

To the Members of Beausejour Consumers Co-operative Limited:

Opinion

We have audited the financial statements of Beausejour Consumers Co-operative Limited (the "Co-operative"), which comprise the balance sheet as at January 31, 2021, and the statements of net savings and retained savings and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Co-operative as at January 31, 2021, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for private enterprises.

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 Co-operative 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 private enterprises, 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 Co-operative'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 Co-operative or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Co-operative's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Co-operative'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 Co-operative'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 Co-operative 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.

Winnipeg, Manitoba

April 1, 2021

MNP LLP

Chartered Professional Accountants

Beausejour Consumers Co-operative Limited

Balance Sheet

As at January 31, 2021

| | 2021 | 2020 |
|---|---------------|---------------|
| Current assets | | |
| Cash and cash equivalents | \$ 306,511 | \$ 443,512 |
| FCL special deposit (Note 4(a)) | 5,912,316 | 9,446,142 |
| Accounts receivable | 943,033 | 1,275,405 |
| - Customer (Note 5) | 146,052 | 23,320 |
| - Other | 222,411 | 14,452 |
| Income taxes recoverable | 222,411 | 14,452 |
| Inventories | 2,075,199 | 1,887,391 |
| Prepaid expenses | 83,404 | 82,738 |
| Current portion long-term receivable (Note 6) | 61,718 | 40,819 |
| | 9,750,644 | 13,213,779 |
| Long-term receivable (Note 6) | 59,183 | 38,484 |
| Investments | | |
| Federated Co-operatives Limited (Note 4(b)) | \$ 10,117,027 | \$ 10,016,752 |
| Other organizations | 1,298 | 1,270 |
| Property, plant and equipment (Note 7) | 16,710,441 | 12,188,801 |
| Total assets | \$ 36,638,593 | \$ 35,459,086 |
| Current liabilities | | |
| Accounts payable and trust liabilities (Note 9) | 3,577,768 | 4,162,537 |
| Customer prepaid accounts | 204,276 | 104,826 |
| | 3,782,044 | 4,267,363 |
| Asset retirement obligation (Note 4(c)) | 85,956 | 83,250 |
| Total liabilities | 3,868,000 | 4,350,613 |
| Members' equity | | |
| Share capital (Note 10) | 15,843,929 | 15,863,466 |
| Reserves and retained savings (Note 11) | 16,926,664 | 15,245,007 |
| | 32,770,593 | 31,108,473 |
| Total liabilities and members' equity | \$ 36,638,593 | \$ 35,459,086 |

Subsequent event (Note 17)

Commitment (Note 18)

Approved on behalf of the Board of Directors

Wayne Withmeier

Director

[Signature]

Director

The accompanying notes are an integral part of these financial statements



Beausejour Consumers Co-operative Limited
Statement of Net Savings and Statement of Retained Savings
For the Year Ended January 31, 2021

| | 2021 | % | 2020 | % |
|--|----------------------------|--------------|----------------------------|--------------|
| Sales (Note 12) | \$ 64,230,967 | 100.0 | \$ 63,090,298 | 100.0 |
| Cost of goods sold | <u>52,452,532</u> | <u>81.7</u> | <u>53,409,487</u> | <u>84.7</u> |
| Gross margin | <u>11,778,435</u> | <u>18.3</u> | <u>9,680,811</u> | <u>15.3</u> |
| Expenses | | | | |
| Operating and administration | 10,249,540 | 16.0 | 9,266,068 | 14.7 |
| Net interest (Note 13) | <u>(142,963)</u> | <u>(0.2)</u> | <u>(277,474)</u> | <u>(0.4)</u> |
| | <u>10,106,577</u> | <u>15.8</u> | <u>8,988,594</u> | <u>14.3</u> |
| Savings from operations | 1,671,858 | 2.5 | 692,217 | 1.0 |
| FCL loyalty program (Note 4(d)(iii)) | 1,599,845 | 2.5 | 213,608 | 0.3 |
| Patronage refunds | <u>1,002,774</u> | <u>1.6</u> | <u>4,032,415</u> | <u>6.4</u> |
| Savings before income taxes | 4,274,477 | 6.6 | 4,938,240 | 7.7 |
| Income tax expense (Note 15) | <u>378,573</u> | <u>0.6</u> | <u>590,430</u> | <u>0.9</u> |
| Net savings | <u>\$ 3,895,904</u> | <u>6.0</u> | <u>\$ 4,347,810</u> | <u>6.8</u> |
| | | | | |
| Retained savings, beginning of year | \$ - | | \$ - | |
| Net savings | 3,895,904 | | 4,347,810 | |
| Transfer to statutory reserve (Note 11) | (1,156,890) | | (1,105,810) | |
| Transfer to general reserve (Note 11) | (427,448) | | (493,823) | |
| Patronage allocation to members (Note 10) | <u>(2,311,566)</u> | | <u>(2,748,177)</u> | |
| Retained savings, end of year (Note 11) | <u>\$ -</u> | | <u>\$ -</u> | |

The accompanying notes are an integral part of these financial statements



Beausejour Consumers Co-operative Limited
Statement of Cash Flows
For the Year Ended January 31, 2021

| | 2021 | 2020 |
|---|----------------------------|----------------------------|
| Operating activities | | |
| Net savings | \$ 3,895,904 | \$ 4,347,810 |
| Adjustments for: | | |
| Depreciation | 1,109,971 | 880,917 |
| Accretion | 2,706 | 2,266 |
| FCL patronage refund | (1,002,746) | (4,032,370) |
| Loss on the disposal of property, plant and equipment | 5,918 | 3,063 |
| Changes in non-cash operating working capital: | | |
| Accounts receivable | 209,640 | (385,726) |
| Income taxes recoverable | (207,959) | 32,662 |
| Inventories | (187,808) | (170,758) |
| Prepaid supplier account - FCL | - | 8,847,176 |
| Prepaid expenses | (666) | 795 |
| Long-term receivables | (41,598) | 9,949 |
| Accounts payable and trust liabilities | (584,769) | 3,381,579 |
| Customer prepaid accounts | 99,450 | 19,206 |
| Asset retirement obligation | - | 11,238 |
| Cash provided by operating activities | <u>3,298,043</u> | <u>12,947,807</u> |
| Investing activities | | |
| Redemption of FCL shares | 902,471 | 3,225,896 |
| Additions to property, plant and equipment | (5,640,386) | (4,200,808) |
| Proceeds from the disposal of property, plant and equipment | 2,857 | 20,000 |
| Investment in other organization | (28) | (32) |
| Cash used for investing activities | <u>(4,735,086)</u> | <u>(954,944)</u> |
| Financing activities | | |
| Share capital issued | 7,930 | 7,780 |
| GST on allocation | 88,764 | 96,085 |
| Redemption of share capital | (2,330,478) | (2,417,360) |
| Cash used for financing activities | <u>(2,233,784)</u> | <u>(2,313,495)</u> |
| Net increase (decrease) in cash and cash equivalents | (3,670,827) | 9,679,368 |
| Cash and cash equivalents, beginning of year | <u>9,889,654</u> | <u>210,286</u> |
| Cash and cash equivalents, end of year | <u><u>\$ 6,218,827</u></u> | <u><u>\$ 9,889,654</u></u> |
| Cash and cash equivalents are comprised of: | | |
| Cash and cash equivalents | \$ 306,511 | \$ 443,512 |
| FCL special deposit | 5,912,316 | 9,446,142 |
| | <u><u>\$ 6,218,827</u></u> | <u><u>\$ 9,889,654</u></u> |

The accompanying notes are an integral part of these financial statements



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

1. Incorporation and operations

Beausejour Consumers Co-operative Limited ("the Co-operative") was incorporated under the Cooperatives Act of Manitoba on January 15, 1951. The primary business of the Co-operative is operating retail agricultural, food, and petroleum outlets in Beausejour, Manitoba and area.

2. Significant accounting policies

These financial statements have been prepared by management in accordance with Canadian accounting standards for private enterprises. A precise determination of many assets and liabilities is dependent upon future events and consequently, the preparation of these financial statements involves the use of estimates and approximations. Areas subject to estimation include valuation of accounts receivable, inventory, useful life of property, plant and equipment, impairment of long-lived assets, income taxes, asset retirement obligations, accrued liabilities and potential contingencies. These estimates also affect the disclosure of contingencies at the date of the financial statements and the reported amounts of assets, liabilities, revenues and expenses. Actual results could differ from those estimates.

These financial statements have been prepared to reflect the following significant accounting policies:

(a) Definition of financial year

The Co-operative's financial year ends on the Saturday closest to January 31.

(b) Cash and cash equivalents

Cash and cash equivalents are defined as cash and investments with an initial maturity of less than three months.

(c) Inventories

Inventories are valued using a weighted average formula, first-in first-out method, and the retail method. Inventories are stated at the lower of cost and net realizable value.

The Co-operative estimates net realizable value as the amount that inventories are expected to be sold for, taking into consideration fluctuations of retail price due to seasonality less estimated costs necessary to make the sale. Inventories are written down to net realizable value when the cost of inventories is determined to be not recoverable due to obsolescence, damage or permanent declines in selling prices.

(d) Investments

The Co-operative's investments are accounted for using the cost method. Accordingly, the investments are recorded at acquisition cost, less any provisions for permanent impairment or adjustments for patronage refunds or share redemptions. All transactions with FCL are disclosed in a separate note (Note 4).



Beausejour Consumers Co-operative Limited

Notes to the Financial Statements For the Year Ended January 31, 2021

(e) Financial instruments

Financial instruments are recorded at fair value on initial recognition and are subsequently recorded at amortized cost, unless management has elected to carry the instruments at fair value. The Co-operative has not elected to carry any such financial instruments at fair value. Financial instruments, which are subsequently measured at amortized cost, are adjusted by transaction and financing costs incurred on acquisition.

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 Co-operative 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 Co-operative could 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.

(f) Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses. Depreciation is taken over the estimated useful lives of the assets using the following methods and rates:

| | | |
|-----------------------|-----------------------------------|------------------------|
| Buildings | Straight-line & declining balance | 25 years & 10% |
| Pavement | Declining balance | 8% |
| Tanks | Declining balance | 20% |
| Furniture & equipment | Straight-line & declining balance | 5 years or 20% to 100% |
| Vehicles | Declining balance | 15% & 30% |
| Asset retirement cost | Straight-line | 20 to 25 years |

Expenditures for maintenance and repairs are charged to operating expenses as incurred. Significant expenditures for improvements are capitalized. Gains or losses realized on the disposal of property, plant and equipment are reflected in operations in the year of disposition.

Claims for assistance under various FCL programs are recorded as a reduction of the cost of related assets in the period in which eligible expenditures are incurred, with any depreciation calculated on the net amount.

An impairment loss is recognized when the carrying amount of a long-lived asset is not recoverable and exceeds its fair value. No such impairment loss was recorded during the year.

(g) Asset retirement obligation

The Co-operative has a liability for an asset retirement obligation in the period in which a legal liability is incurred. The liability is based on management's best estimate. The liability is subsequently adjusted for the passage of time, which is recognized as an accretion expense in the statement of operations. The liability is also adjusted due to revisions in either the timing or the amount of the original estimated cash flows associated with the liability. Actual costs incurred upon settlement of the asset retirement obligations are charged against the asset retirement obligation to the extent of the liability recorded.



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

(h) Share capital

The Co-operative approves an allocation to members subsequent to year end. The amount is recorded as an addition to share capital and a reduction in retained savings. The Co-operative records the redemption of shares that is to be paid to members at the time it has been approved by the Board of Directors.

(i) Revenue recognition

The Co-operative recognizes revenue when evidence of an arrangement exists, delivery or change of ownership has occurred, the price has been determined, and collection is reasonably assured. Patronage allocations are recognized in earnings when allocated to the Co-operative.

(j) Income taxes

The Co-operative follows the taxes payable method whereby only current income tax assets and liabilities are recognized to the extent they remain unpaid or are recoverable. In addition, the benefit relating to a tax loss incurred in the current period and carried back to prior periods is recognized as a current asset. Current income tax assets and liabilities are measured using substantively enacted tax rates and laws expected to apply when the tax liabilities or assets are to be either settled or realized.

3. Financial instruments and risk management

The significant financial risks to which the Co-operative is exposed are credit risk and interest rate risk.

(a) Credit risk

The Co-operative is exposed to credit risk on accounts receivable from its customers. The Co-operative manages credit risk through an active credit management program. The Co-operative does not have a significant exposure to any individual customer.

(b) Interest rate risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in interest rates. Changes in market interest rates may have an effect on 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 Co-operative's sensitivity to fluctuations in interest rates is limited to its cash and debt. The Co-operative manages its exposure to interest rate risk through floating rate deposits and borrowings.

4. Transactions with Federated Co-operatives Limited (FCL)

(a) FCL special deposit

Amounts held with FCL as special deposits earn interest at rates based on prime rates.



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

(b) Patronage refund

The Co-operative, along with other Co-operatives in Western Canada, own FCL. At the end of each year, FCL divides a substantial portion of its net savings among these retail Co-operatives in proportion to the business done by each with FCL. During FCL's fiscal year ended October 31, 2020, the Co-operative purchased goods amounting to \$46,290,711 (2020 - \$48,750,980) from FCL in the normal course of operations.

These purchases resulted in a patronage refund from FCL which was received as non-cash consideration in the form of additional shares in FCL. FCL, based on its available cash flow, redeemed an amount of FCL shares held by the Co-operative. The amounts of the patronage refund and shares redeemed are as follows:

| | 2021 | 2020 |
|----------------------------|----------------------|----------------------|
| Opening investment balance | \$ 10,016,752 | \$ 9,210,278 |
| Patronage refund | 1,002,746 | 4,032,370 |
| Share redemptions | <u>(902,471)</u> | <u>(3,225,896)</u> |
| Closing investment balance | <u>\$ 10,117,027</u> | <u>\$ 10,016,752</u> |

(c) Asset retirement obligation

The Co-operative participates in a contaminated site management program established by FCL to manage its asset retirement obligations. This program limits the Co-operative's liability to \$25,000 per site as long as the Co-operative continues to exercise due diligence. The Co-operative has five sites under this program. Management believes that due diligence has been exercised. At January 31, 2021, the Co-operative has accrued a liability in the amount of \$85,956 (2020 - \$83,250). A corresponding amount has been capitalized as an asset retirement cost and added to the carrying value of tanks. Accretion for the current year included in operating and administration expense was \$2,706 (2020 - \$2,266).

(d) Purchase commitments

(i) Under the terms of the agreement with FCL, the Co-operative has committed to purchase petroleum products, at market price, from FCL for its gas bar and cardlock operations over a ten year period commencing from February 2011. Failure to meet this commitment would require the Co-operative to immediately pay outstanding gas bar and cardlock loan balances owed to FCL, plus repay any gas bar and cardlock grants received, including interest on the grants compounded annually at 10% from the grant date. Total grants received during this period amounted to approximately \$1,172,543 (2020 - \$1,187,534). Management intends to fulfill all existing contracts with FCL.

(ii) Under the terms of the agreement with FCL, the Co-operative has committed to purchase petroleum products, at market price, from the FCL corporate bulk plant over a ten year period commencing from October 2015. Failure to meet this commitment would require the Co-operative to pay a portion of the capital costs of the bulk plant to FCL determined by a formula based upon usage. Management intends to fulfill all existing contracts with FCL.



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

(iii) Under the terms of the agreement with FCL, the Co-operative has committed to purchase at least 90% of its total goods from FCL and commits, to the best of its ability, to use FCL's services. If the eligibility requirements are met, FCL will pay the Co-operative, on a quarterly basis, a Loyalty Payment based on cents per litre. The Loyalty Payment revenue is accrued as earned.

(iv) Under the terms of the agreement with FCL, the Co-operative has committed to purchase food and food-related products, from FCL and continue to operate certain food stores over a ten year period from October 2020. Failure to meet this commitment would require the Co-operative to repay the assistance received on a prorated basis. Total assistance that would be repayable if commitments were not met without FCL approval as at January 31, 2021 amounted to \$527,500. Management intends to fulfill all commitments with FCL.

5. Accounts receivable - customer

Shown net of an allowance for doubtful accounts of \$4,865 (2020 - \$3,573).

6. Long-term receivable

| | Total | 2021 Current Portion | 2021 Deferred Portion | 2020 Current Portion | 2020 Deferred Portion |
|------------------------------|-------------------|-------------------------|--------------------------|-------------------------|--------------------------|
| 4749911 | | | | | |
| Manitoba Ltd. ⁽¹⁾ | \$ 23,468 | \$ 9,132 | \$ 14,336 | \$ 8,391 | \$ 23,467 |
| Petroleum | | | | | |
| Tanks ⁽²⁾ | <u>97,433</u> | <u>52,586</u> | <u>44,847</u> | <u>32,428</u> | <u>15,017</u> |
| | <u>\$ 120,901</u> | <u>\$ 61,718</u> | <u>\$ 59,183</u> | <u>\$ 40,819</u> | <u>\$ 38,484</u> |

⁽¹⁾ Long-term receivable for gas bar equipment bears interest at 8.5% and is receivable at \$898 per month.

⁽²⁾ The Co-operative has long-term interest free receivables covering petroleum tank equipment which are recoverable over three years. The receivables are secured by the petroleum tank equipment.

Principal payments on account of the above long-term receivables for the next three years will approximate the following:

| | |
|------|-------------------|
| 2022 | \$ 61,718 |
| 2023 | 49,293 |
| 2024 | <u>9,890</u> |
| | <u>\$ 120,901</u> |



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

7. Property, plant and equipment

| | Original Cost | Accumulated Depreciation | 2021 Book Value | 2020 Book Value |
|-----------------------|----------------------|-----------------------------|---------------------------|----------------------|
| Land | \$ 2,011,306 | \$ - | \$ 2,011,306 | \$ 1,971,306 |
| Buildings | 10,651,684 | 4,050,305 | 6,601,379 | 4,043,533 |
| Pavement | 761,048 | 408,142 | 352,906 | 368,749 |
| Tanks | 443,500 | 296,376 | 147,124 | 150,850 |
| Furniture & equipment | 6,544,215 | 4,017,904 | 2,526,311 | 1,351,336 |
| Vehicles | 1,303,568 | 897,412 | 406,156 | 414,568 |
| Asset retirement cost | 66,611 | 31,768 | 34,843 | 38,464 |
| Under construction | 4,630,416 | - | 4,630,416 | 3,849,995 |
| | <u>\$ 26,412,348</u> | <u>\$ 9,701,907</u> | <u>\$ 16,710,441</u> | <u>\$ 12,188,801</u> |

Depreciation for the current year included in operating and administration expense was \$1,109,971 (2020 - \$880,917).

8. Line of credit

The Co-operative has a \$450,000 line of credit of which no amount has been drawn as at January 31, 2021 (2020 - \$nil). The line of credit is secured by a Promissory note and a General Security Agreement. Interest on the line of credit is prime plus 0.25% (2.7%) (2020 - 4.2%).

9. Accounts payable and trust liabilities

| | 2021 | 2020 |
|----------------------|---------------------|---------------------|
| FCL payables | \$ 2,713,843 | \$ 3,035,533 |
| Other payables | 688,199 | 979,955 |
| Trust liabilities: | | |
| Provincial sales tax | 50,092 | 50,621 |
| Federal fuel charge | 125,634 | 96,428 |
| | <u>\$ 3,577,768</u> | <u>\$ 4,162,537</u> |



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

10. Share capital

| Authorized, unlimited @ \$1 | 2021 | 2020 |
|----------------------------------|----------------------|----------------------|
| Balance, beginning of year | \$ 15,863,466 | \$ 15,521,575 |
| Allocation to members | 2,311,566 | 2,748,177 |
| Cash from new members | 7,930 | 7,780 |
| GST on allocation | 88,764 | 96,085 |
| Shares transferred from reserves | 6,641 | 9,399 |
| | <u>18,278,367</u> | <u>18,383,016</u> |
| General repayment | 1,642,391 | 1,785,963 |
| Shares transferred to reserves | 103,960 | 102,190 |
| Withdrawals and retirements | 416,010 | 327,433 |
| Withholding tax | 272,077 | 303,964 |
| | <u>2,434,438</u> | <u>2,519,550</u> |
| Balance, end of year | <u>\$ 15,843,929</u> | <u>\$ 15,863,466</u> |

11. Reserves and retained savings

| | Special Reserve | General Reserve | Retained Savings | 2021 | 2020 |
|---|---------------------|---------------------|--------------------|----------------------|----------------------|
| Balance, beginning of year | \$ 6,797,557 | \$ 8,447,450 | \$ - | \$ 15,245,007 | \$ 13,552,583 |
| Net savings distributed to retained savings | - | - | 3,895,904 | 3,895,904 | 4,347,810 |
| Patronage | - | - | (2,311,566) | (2,311,566) | (2,748,177) |
| Shares transferred | - | 97,319 | - | 97,319 | 92,791 |
| Reserve transfers | <u>1,156,890</u> | <u>427,448</u> | <u>(1,584,338)</u> | <u>-</u> | <u>-</u> |
| Balance, end of year | <u>\$ 7,954,447</u> | <u>\$ 8,972,217</u> | <u>\$ -</u> | <u>\$ 16,926,664</u> | <u>\$ 15,245,007</u> |



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

12. Sales

| | 2021 | 2020 |
|-----------|----------------------|----------------------|
| Food | \$ 34,557,067 | \$ 26,692,812 |
| Petroleum | <u>29,673,900</u> | <u>36,397,486</u> |
| | <u>\$ 64,230,967</u> | <u>\$ 63,090,298</u> |

All sales are to external customers and no single customer accounts for more than 10% of sales.

13. Net interest

| | 2021 | 2020 |
|--------------------------|---------------------|---------------------|
| Interest expense on | | |
| - Short term obligations | \$ 11 | \$ 68 |
| Interest revenue | <u>(142,974)</u> | <u>(277,542)</u> |
| | <u>\$ (142,963)</u> | <u>\$ (277,474)</u> |

14. Pension plan

The Co-operative participates in a multi-employer defined contribution plan whereby the Co-operative and participating employees contribute equal amounts up to the maximum allowed under the Income Tax Act. The Co-operative has no unfunded liability under this plan. During the year, the Co-operative recorded \$203,113 (2020 - \$177,168) of expense relating to the plan. There were no significant changes to the rate of employer contributions during the year.



Beausejour Consumers Co-operative Limited
Notes to the Financial Statements
For the Year Ended January 31, 2021

15. Income tax expense

The Co-operative accounts for income taxes using the taxes payable method. As a result, the Co-operative's income tax expense varies from the amount that would otherwise result from the application of the statutory income tax rates as set out below:

| | 2021 | 2020 |
|--|-------------------|-------------------|
| Savings before income taxes | \$ 4,274,477 | \$ 4,938,240 |
| Expected income tax expense at the combined tax rate of 27% (2020 - 27%) net of the general rate reduction | 1,154,109 | 1,333,325 |
| Increase (decrease) in income tax expense resulting from: | | |
| Non-taxable income and non-deductible expense | 2,777 | 1,570 |
| Patronage allocation to members of \$2,311,566 (2020 - \$2,748,177) | (624,123) | (742,008) |
| Income or expenses claimed in different periods for income tax purposes: | | |
| Capital cost allowance in excess of depreciation | (137,143) | (1,854) |
| Allowance for doubtful accounts | 579 | - |
| Other items that impact income taxes: | | |
| Manufacturing and processing investment tax credit | (18,213) | (642) |
| Prior year tax adjustment | 587 | 39 |
| | <u>\$ 378,573</u> | <u>\$ 590,430</u> |

16. Economic conditions

During the year, there was a global outbreak of COVID-19, which has had a significant impact on businesses through the restrictions put in place by the Canadian, provincial and municipal governments regarding travel, business operations and isolation/quarantine orders. At this time, it is unknown the extent of the impact the COVID-19 outbreak may have on the Co-operative as this will depend on future developments that are highly uncertain and that cannot be predicted with confidence. These uncertainties arise from the inability to predict the ultimate geographic spread of the disease, and the duration of the outbreak, including the duration of travel restrictions, business closures or disruptions, and quarantine/isolation measures that are currently, or may be put, in place by Canada and other countries to fight the virus.

17. Subsequent event

Patronage allocation to members

Subsequent to January 31, 2021 the Board of Directors approved a patronage allocation to members in the amount of \$2,311,566 (2020 - \$2,748,177).

18. Commitment

The Co-operative is committed to the completion of a new agro centre. The estimated total cost of the project is \$6,072,000 of which \$4,630,416 has been set up in under construction. This project will be financed from operations.



Beausejour Consumers Co-operative Limited
Audited Statistical Information
For the Year Ended January 31, 2021

Record of Sales and Net Savings

| | <u>Year</u> | <u>Sales</u> | <u>Net Savings</u> | <u>%</u> |
|--|-------------|-------------------------|----------------------|------------|
| From Date of Incorporation, January 15, 1951 to January 31, | 2012 | \$ 510,544,358 | \$ 34,839,769 | 6.8 |
| | 2013 | 55,872,677 | 3,706,914 | 6.6 |
| | 2014 | 57,292,952 | 3,714,515 | 6.5 |
| | 2015 | 58,425,094 | 2,807,275 | 4.8 |
| | 2016 | 54,917,203 | 2,846,630 | 5.2 |
| | 2017 | 54,550,357 | 2,865,655 | 5.3 |
| | 2018 | 58,386,793 | 2,957,356 | 5.1 |
| | 2019 | 63,334,152 | 4,719,066 | 7.4 |
| | 2020 | 63,090,298 | 4,347,810 | 6.8 |
| | 2021 | 64,230,967 | 3,895,904 | 6.0 |
| | | <u>\$ 1,040,644,851</u> | <u>\$ 66,700,894</u> | <u>6.4</u> |

Membership

| | |
|------------------------------------|---------------|
| Members purchasing during the year | 14,607 |
| Inactive members | <u>1,541</u> |
| Total members | <u>16,148</u> |



Beausejour Consumers Co-operative Limited
Directors and Officers
For the Year Ended January 31, 2021

| Position | Name | Address | Year Term Expires |
|-----------------|------------------------|--------------------|--------------------------|
| President | Wayne Wittmeier | Beausejour, MB | 2021 |
| Vice-President | Diane Einarson | Seddons Corner, MB | 2021 |
| Secretary | Richard Stefansson | Beausejour, MB | 2022 |
| Manager | Kevin Van Den Bussche | Oakbank, MB | N/A |
| Director | Robert Carmichael | Beausejour, MB | 2022 |
| Director | Malissa Rowan | Oakbank, MB | 2023 |
| Director | Jeremy Kintop | Beausejour, MB | 2023 |
| Director | Rhonda Friesen McElroy | Beausejour, MB | 2023 |



