

**British Columbia Council for International
Education**

2018/19

ANNUAL SERVICE PLAN REPORT

July 2019



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Board Chair's Accountability Statement



The *British Columbia Council for International Education 2018/19 Annual Service Plan Report* compares the corporation's actual results to the expected results identified in the *2018/19 - 2020/21 Service Plan* created in February 2018. I am accountable for those results as reported.

A handwritten signature in black ink that reads "Sherri Bell". The script is fluid and cursive.

Sherri Bell
Board Chair

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Chair/Executive Director Report Letter

On behalf of the Board of Directors, management and staff of the British Columbia Council for International Education (BCCIE), we are pleased to submit the 2018/19 BCCIE Annual Service Plan Report, demonstrating performance against targets outlined in the 2018/19 - 2020/21 Service Plan created in February 2018. In 2018/2019, BCCIE exceeded its target for the performance measure associated with Goal 1 of its Service Plan and met all of its targets for the three performance measures associated with Goal 2. However, BCCIE did not achieve its target for the performance measure for Goal 3, which has been retired in the 2019/20 – 2021/22 Service Plan.

In its 2018/19 Mandate Letter, BCCIE was directed to work collaboratively with government and the education sector to deliver on international education priorities and to develop a three-year Strategic Plan aligned with these provincial priorities. To implement this mandate, BCCIE staff worked closely with partner Ministries (Advanced Education, Skills and Training; Education; Jobs, Trade and Technology) and the BCCIE Board of Directors to develop a [Strategic Plan](#) that supports the sector and emerging provincial international education priorities such as education abroad, building intercultural competencies and enhancing awareness of Indigenization.

BCCIE concurrently advanced work on a number of important initiatives to strengthen the provincial education ecosystem's depth and capacity in international education. Throughout the year, BCCIE led a number of international education activities in rural and urban communities around British Columbia (B.C.), including capacity building sessions on Indigenization and intercultural competencies. BCCIE also hosted its largest ever annual conference in June 2018, bringing together almost 600 practitioners and partners to build knowledge, expertise and capacity within the sector and discuss new ideas in international education and future collaboration. Additional key activities in 2018/19 included the coordination of education sector missions to Mexico, Southeast Asia, and China; hosting incoming international delegations; and co-hosting two international conferences in Vietnam to support institutional partnership development.

Strong two-way communication with the Ministry of Advanced Education, Skills and Training and partner ministries remained a priority throughout 2018/19. At the executive level, the BCCIE Executive Director met with the Deputy Ministers of Advanced Education, Skills and Training; Education and Jobs, Trade and Technology to facilitate strategic and proactive engagement. At the senior management level, BCCIE met monthly with staff of both of the Ministries of Advanced Education, Skills and Training and Education to ensure the strategic alignment of the work of BCCIE with ministry priorities and to discuss progress on BCCIE's deliverables.

During 2018/19, BCCIE continued discussions with the Board regarding professional development needs and ongoing planning for Board member succession by the Governance Committee. The Governance Committee initiated a new onboarding process for new Board member orientation in September 2018, which will include a more formalized introduction to BCCIE. The Board Chair also attended the Crown Board Chairs meeting hosted by government in March 2019. BCCIE will continue to carry out activities that support its Board in the coming year and implement the professional development plan created in 2018/19.



Sherri Bell
Board Chair



Randall Martin
Executive Director

Purpose of the Annual Service Plan Report

The Annual Service Plan Report (ASPR) is designed to meet the requirements of the *Budget Transparency and Accountability Act* (BTAA), which sets out the legislative framework for planning, reporting and accountability for Government organizations. Under the BTAA, the Crown Corporation’s Board is required to report on the actual results of the Crown’s performance related to the forecasted targets documented in the previous year’s Service Plan.

Purpose of the Organization

The purpose of BCCIE is to promote international education in and for the Province of British Columbia, to enhance British Columbia’s international reputation for education and to support the strategic priorities of government with respect to international education. In doing so, BCCIE works closely with the Ministry of Advanced Education, Skills and Training; Ministry of Education; and Ministry of Jobs, Trade and Technology.

Through activities and initiatives designed to create a more globally aware education ecosystem, BCCIE serves the needs of a broad spectrum of education partners in British Columbia: public and independent K-12, public and private post-secondary and language schools. BCCIE builds and increases the knowledge, expertise and capacity in the sector by providing opportunities for schools, institutions and communities in all areas of the province to engage in international education activities. Key services include facilitating international partnership development and capacity building within the education sector.

BCCIE is a provincial Crown corporation reporting to the Ministry of Advanced Education, Skills and Training (“the Ministry”) and is incorporated under the [Societies Act](#). Additional information regarding the Board of Directors and corporate governance can be found online and specific links can be accessed in Appendix A.

Strategic Direction

The strategic direction set by Government in 2017 and expanded upon in the Board Chair’s [Mandate Letter](#) from the Minister Responsible in 2018 shaped the [2018/19 Service Plan](#) and the results reported in this ASPR.

The following table highlights the key goals, objectives or strategies that support the key priorities of Government identified in the 2018/19 BCCIE Service Plan:

Government Priorities	BCCIE Aligns with These Priorities By:
Delivering the services people count on	<ul style="list-style-type: none"> • Provide and develop leadership and expertise in international education (Goal 2) • Promote the benefits and opportunities of international education (Goal 3)
A strong, sustainable economy	<ul style="list-style-type: none"> • Support the two-way flow of students, instructors and ideas between British Columbia and international partners (Goal 1)

Operating Environment

The global international higher education sector continues to grow and evolve rapidly, driven by demographic, economic, political, and technological changes. International students from developed and developing countries continue to exhibit strong demand for higher education in Canada and British Columbia, as middle-class populations expand. This growing global middle class provides British Columbia with the opportunity to attract a greater diversity of students beyond the predominant country markets of China and India.

The diversification of international education source markets remains a strategic priority at both the federal and provincial level in Canada. The forthcoming refreshed federal International Education Strategy (IES) is expected to emphasize the broadening of Canada's source markets for international students and increasing outbound mobility opportunities for Canadian students to ensure students develop an international perspective. Generally, the IES' anticipated focus on diversification and outbound student mobility is consistent with the strategic priorities of the B.C. government.

As a key partner in delivering on international education activities at the provincial level, BCCIE continues to play an important role in supporting the priorities of government and aligning its operational work to advance government international education policy directives. In British Columbia, government is moving away from a growth-centred model toward a balanced, student-centred approach that ensures the sustainability of the sector. In line with this shift, BCCIE has advanced a number of key activities over the past year; for example, the Vietnam Association of Community Colleges (VACC) and BCCIE joint conference to support partnership development and growing the Intercultural symposium to increase supports for international students and build capacity in British Columbia institutions and schools so that all students may thrive.

The British Columbia government's commitment to fully adopting and implementing the United Nations Declaration on the Rights of Indigenous Peoples and the Calls to Action of the Truth and Reconciliation Commission has also influenced BCCIE's work. In 2018/2019, BCCIE supported the Indigenization of schools and institutions through education and training in these areas at capacity building events in Vancouver (November 2018) and Victoria (February 2019). In addition, as part of the student mobility scholarship program, BCCIE facilitated K-12 Indigenous students to study abroad in New Zealand and sought to partner with a B.C. institution to connect Indigenous post-secondary students with international opportunities.

In 2018/2019, BCCIE continued its partnership with Simon Fraser University in the planning of the Asia Pacific Association of International Education (APAIE) 2020 conference in Vancouver, which remains a significant opportunity to profile British Columbia as a world-class education destination. APAIE serves as a strong catalyst for British Columbia institutions to build strategic partnerships with institutions in the Asia Pacific region to promote inbound and outbound student mobility.

Report on Performance

As directed in its 2018/19 Mandate Letter, BCCIE worked closely with the Ministry, partner ministries and schools and institutions to support activities that deliver on the international education priorities of government. In addition, BCCIE worked closely with the Ministry and its Board of Directors to develop a three-year Strategic Plan that delivers on the provincial priorities for the sector.

In 2018/2019, BCCIE exceeded its target for the performance measure associated with Goal 1 of its Service Plan. Furthermore, BCCIE met all of its targets for the three performance measures associated with Goal 2. However, due to a strategic decision to revise BCCIE’s social media strategy, BCCIE did not achieve its target for the performance measure for Goal 3, which has been retired in the 2019/20 – 2021/22 Service Plan.

The organization remains focused on improving cost consciousness and accountability across its activities. BCCIE strives to provide a high level of service to partners, and monitors client satisfaction as a form of accountability.

Goals, Objectives, Measures and Targets

Goal 1: Support the two-way flow of students, instructors and ideas between British Columbia and international partners

Objective 1.1: Facilitate international partnership development in education

International partnerships are an essential part of a globally aware education system. They provide for the two-way flow of students, instructors and ideas between British Columbia and international partners, support learners to attain valuable global skills, and are a foundation for future business relationships.

Key Highlights:

- Identified eight key partnership development opportunities for the B.C. education sector.
- Coordinated and implemented three Team B.C. missions and one Familiarization Tour.
- Administered 116 K-12 Ambassador scholarships and 50 PSI Ambassador scholarships to support international students choosing B.C. as their study destination.

Performance Measure		2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
1.1a	# of strategic agreements signed annually as part of BCCIE-coordinated engagement and activities. ¹	N/A	N/A	2	4	2	2

¹Data Source: BCCIE

Discussion

This measure assesses BCCIE's important role in facilitating partnerships, increasing opportunities for B.C. students to study and work abroad, and positioning British Columbia, including regions outside of the Lower Mainland, as a destination of choice for international learners. These agreements solidify relationships with a range of international partners, including schools and institutions, education organizations and governments, and facilitate global engagement in the education sector that might not have otherwise occurred.

BCCIE introduced this performance measure in 2018/2019 with scope, baseline and targets to be established during the year. As the measure was defined through discussion with the Ministry, it was revised and split into two parts: one measure for reporting on strategic agreements entered by BCCIE that promote quality outcomes, and a second measure to capture and assess how BCCIE's work supports partnership development at the institutional level. For the purpose of this report, given the availability of measurable outcomes at this interim stage, BCCIE is reporting on the number of agreements that BCCIE itself established and not the number of agreements signed as part of BCCIE-coordinated engagement and activities. BCCIE exceeded the target it set for the measure specific to agreements signed by BCCIE in 2018/19. Future reporting will capture both BCCIE agreements and those facilitated by BCCIE activities.

Goal 2: Provide and Develop Leadership and Expertise in International Education

Objective 2.1: Ensure capacity and expertise of B.C. to engage in international education activities

BCCIE organizes and delivers high-quality activities and sessions throughout the province, and undertakes focused capacity building projects with schools and institutions to develop and support international education engagement. This work provides information, knowledge and best practices to international education practitioners in British Columbia, and increases capability, agility and engagement within the provincial education ecosystem.

Key Highlights:

- Hosted largest ever annual BCCIE Summer Conference in Vancouver with 598 attendees.
- Hosted two Intercultural Symposiums, including one in Victoria and one in Vancouver, attracting 168 attendees across the two events.
- Supported over 1000 international education practitioners to build capacity in areas such as study abroad, intercultural competencies, immigration and marketing and recruitment.

Performance Measures		2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
2.1a	# of capacity building sessions ¹	11	14	12	13	12	12
2.1b	# of participants at capacity building sessions ²	630	600	650	1012	750	450
2.1c	Satisfaction with capacity building sessions and annual Summer Conference ³	95%	93%	94%	95%	95%	95%

¹ Data Source: BCCIE

² Data Source: BCCIE

³ Data Source: BCCIE surveys participants used a standard five-point Likert scale to indicate their satisfaction with the coordination and organization of the session.

Discussion

Sector capacity building sessions and the BCCIE Summer Conference bring partners together to share best practices, discuss new ideas, and collaborate on a variety of matters such as regional or topical challenges, marketing and recruitment, study abroad, intercultural competencies and student services. These three performance measures provide a complete picture and solid basis for determining the effectiveness of BCCIE’s work to build capacity, leadership and expertise in the international education sector.

BCCIE has increased its offering of capacity building events over the last few years and now typically averages one event per month for a total of 12 capacity building sessions per year, in addition to the annual Summer Conference. In 2018/19, BCCIE aimed to attract 650 participants across all capacity building events; however, due to a record number of attendees at the annual BCCIE Summer Conference in Vancouver, BCCIE exceeded this target substantially, supporting over 1000 attendees across the 13 sessions offered this year. Due to a very high satisfaction rate for the annual Summer Conference, the overall satisfaction rate for this fiscal was 95 percent, exceeding the 2018/19 target by one percent. BCCIE is analyzing what factors contributed to such a high success rate for this year.

As performance measure 2.1b includes attendees at the annual Summer Conference, which makes up the bulk of the participants for this measure, it is influenced by the location of the conference, which changes each year. Expected attendance variances are reflected in the revised targets for 2019/20 and 2020/21.

Goal 3: Promote the Benefits and Opportunities of International Education

Objective 3.1: Develop effective communication and engagement strategies for outreach to domestic and international stakeholders

BCCIE plays a leadership role in communicating with B.C.’s international education partners, including students, schools and institutions, international institutions and government partners. Through a variety of in person and virtual communication methods, BCCIE shares information about opportunities and best practices, and fosters positive relationships for the benefit of the entire education sector.

Key Highlights:

- Increased subscriptions to BCCIE communications year-over-year by 9.7% over the fiscal year.
- Drafted and disseminated 27 articles on international education topics relevant to the sector.
- Promoted 89 international education events and opportunities to international education practitioners in B.C.

Performance Measure		2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
3.1a	Number of followers on StudyinBC social media channels ¹	13,692	13,700	14,000	13,474	14,500	15,100

¹Data Source: BCCIE

Discussion

Through a variety of in person and virtual communication methods, BCCIE shares information about opportunities, benefits and best practices, and fosters positive relationships for the benefit of the entire education sector. This measure is an indicator of the range and effectiveness of BCCIE's social media efforts and activity. Increasing the number of followers demonstrates the value and positive target audience perception of communications that BCCIE undertakes. The platforms for this measure include Facebook, Twitter and Instagram.

This performance measure will be discontinued in the future in favour of a measure more reflective of BCCIE's communication and engagement strategies.

In 2018/19, BCCIE did not achieve the target of 14,000 followers across all StudyinBC social media channels. Changes to the StudyinBC social media strategy were made in July 2018, including closing the Facebook account due to lack of engagement, affecting the overall number of followers and the intended outcomes of the social media strategy. While use of the Facebook platform was discontinued, BCCIE continued active engagement on Twitter and Instagram and as a result saw a combined increase of 7% in the number of followers across both platforms over the fiscal year.

Financial Report

Discussion of Results

BCCIE provided the services and activities outlined in the 2018/19-2020/21 Service Plan within the operating budget, ending the year with a surplus of \$2,309. The organization worked closely with the Board's Finance and Human Resources Committee and the Ministry of Advanced Education, Skills and Training to ensure expenditure of operating funds and execution of activities were aligned with the BCCIE mandate and Operational Plan.

BCCIE generated additional revenue from capacity building activities including the 2018 Summer Conference, World Education Services (WES) workshop and Intercultural Symposium. In addition, BCCIE received contract funding from the Ministry of Education to support awards and scholarship administration and from the Ministry of Jobs, Trade and Technology to support Team B.C. missions to SE Asia and China. This additional revenue enabled BCCIE to enhance existing plans and complete supplementary activities in support of the sector. Further, by leveraging strategic partnerships and coordinating activities with provincial and federal colleagues, the revenue generated covered all expenditures, including activities over and above those identified in the Operational Plan.

BCCIE will continue to closely monitor resources and expenditures to ensure services are delivered in an efficient and cost-effective manner. BCCIE will work collaboratively with the Ministry of Advanced Education, Skills and Training, the Ministry of Education and the Ministry of Jobs, Trade and Technology to develop strategies to manage expenditures, utilize partnerships and ensure alignment with the mandate to support key government priorities.

Highlights

One of the largest factors affecting BCCIE's financial performance in 2018/19 was the annual Summer Conference. BCCIE hosted its largest ever conference in June 2018, generating more revenue than anticipated in the budget. This additional revenue enabled BCCIE to engage in activities beyond what was planned at the time of budgeting such as co-hosting a conference in Vietnam to support partnership development between B.C. institutions and Vietnamese institutions.

Resource Summary

	2017/18 (Actual)	2018/19 (Budget)	2018/19 (Actual)	2018/19 (Variance)
REVENUE				
Provincial Grant - General Operations	1,500,000	1,500,000	1,500,000	-
Provincial Grant - EQA ¹	20,000	20,000	-	-20,000
EQA (Reapplication and New App Fees) ¹	19,500	18,000	-	-18,000
BCCIE Summer Conference ²	293,460	291,085	474,176	183,091
Professional Development ³	39,966	21,700	69,725	48,025
Familiarization Tours (Institutional Support) ⁴	8,792	-	19,474	19,474
Mission	-	-	-	-
Other Government Contracts ⁵	1,245,866	264,500	791,490	526,990
Other Contract Fees ⁶	11,621	9,000	5,559	-3,441
Bank Interest ⁷	8,867	17,200	8,741	-8,459
TOTAL REVENUE	3,148,072	2,141,485	2,869,165	727,680
EXPENSES				
General Operations (IT, Board Meetings, Supplies, etc.)	1,416,714	1,506,380	1,394,223	-111,257
<i>Operations</i>	119,094	110,700	122,069	11,369
<i>Salaries</i>	1,191,040	1,286,369	1,163,008	-123,361
<i>Lease</i>	106,580	108,411	109,146	735
EQA	12,429	8,900	-	-8,900
Program Areas ⁸	1,716,197	627,105	1,472,633	845,528
TOTAL EXPENSES	3,145,340	2,141,485	2,866,856	725,371
NET INCOME (LOSS)	2,732	-	2,309	2,309
TOTAL DEBT	-	-	-	-
ACCUMULATED SURPLUS AT BEGINNING OF THE YEAR	767,606	770,338	770,338	
ACCUMULATED SURPLUS AT END OF THE YEAR	770,338	770,338	772,647	2,309

Notes:

1. EQA grant/revenue money was budgeted for 2018/19 in anticipation that the administrative duties carried out in 2017/18 would continue. Late in the budgeting cycle, it was deemed unnecessary to carry over those duties and thus the grant and revenue were not realized in 2018/19.

2. BCCIE hosted its largest ever conference in June 2018 with almost 600 participants generating revenue beyond what was expected.

3. BCCIE hosted a two-day workshop and two larger intercultural symposiums in 2018/19 which generated additional revenue beyond what was expected.

4. In 2018/19, BCCIE partnered with ACCIS to host a familiarization tour for United States college counselors from independent schools. BCCIE received funds from ACCIS and the participating BC post-secondary institutions to support some of the expenses.

5. In 2018/19, BCCIE received two government contracts from the Ministry of Education and additional contracts to support missions from the Ministry of Jobs, Trade and Technology. One of the Ministry of Education contracts was not known at the time of budgeting.

6. Rental Income received from co-located staff from ICG, an international research and academic strategy company. The arrangement ceased to exist after Q2 so the revenue received was not what was budgeted for the whole fiscal.

7. Bank interest is from term deposits. In 2018/19, BCCIE did not redeem any credit card points and therefore revenue was less than expected.

8. In 2018/19, there were expenses related to the government contracts that were not known at the time of budgeting. Program area expenses also included additional expenses for Summer Conference due to a larger number of participants at the event.

Variance and Trend Analysis

An EQA government grant and revenue were budgeted for 2018/19 in anticipation that the administrative duties carried out in 2017/18 would continue. Late in the budgeting cycle, it was deemed unnecessary to carry over those duties and thus the grant and revenue were not realized in 2018/19. This resulted in a variance of \$38,000 compared to the 2018/19 budget.

Positive variance also resulted from an increased number of capacity building sessions provided in the reporting period including three larger events resulting in additional revenue, and a very successful BCCIE Summer Conference in Vancouver in June 2018 that generated significantly more revenue than anticipated. In 2018/19, BCCIE partnered with the Association of College Counselors in Independent Schools (ACCIS) to support a large familiarization tour for United States (US) counselors to learn more about B.C. institutions, resulting in funds received from the partner organization and participating B.C. institutions, creating a positive variance of \$19,474.

Finally, there was a positive variance of \$526,990 in 2018/19 with respect to contract funding coming from government for initiatives such as the Ambassador Scholarships and Team B.C. China mission that were not known at time of budgeting. This additional revenue from government resulted in expanded program area spending as the money received from these contracts went directly to support initiatives and activities in support of the sector. As these activities and initiatives were tied to the contract funding, they were not known at the time of budgeting, resulting in a variance of \$845,528.

Risks and Uncertainties

Government's development of a strategic and balanced approach to address the future of international education in British Columbia continues to advance. BCCIE will work closely with partner ministries to assess the potential impact on the capacity and operations of BCCIE to assess and undertake any new opportunities that may be available in addition to those supported by the Strategic Plan and identified in the Operational Plan.

BCCIE is actively working to manage a number of operating budget pressures that expose the budget to risk, including supplies, rent, staffing and travel. As the cost of these inputs continue their upward trend, significant risk is placed on the budget. BCCIE will work closely with the Ministry of Advanced Education, Skills and Training, Ministry of Education and Ministry of Jobs, Trade and Technology to develop strategies to address increasing expenditures, leverage partnerships and ensure alignment with government priorities.

**THE BRITISH COLUMBIA COUNCIL FOR
INTERNATIONAL EDUCATION**

FINANCIAL STATEMENTS

MARCH 31, 2019

STEELE & CO.
CHARTERED PROFESSIONAL ACCOUNTANTS

STEELE & CO.

CHARTERED PROFESSIONAL ACCOUNTANTS

*Representing incorporated professionals

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INDEPENDENT AUDITOR'S REPORT

**To the Members of
The British Columbia Council for International Education**

We have audited the statement of financial position of The British Columbia Council for International Education ("the Council") as at March 31, 2019, and the statements of operations, change in net financial assets, and cash flows for the year ended March 31, 2019, 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 public sector accounting standards 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.

Auditor's 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 auditor's judgement, 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 audit opinion.

Opinion

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Council as at March 31, 2019, and the results of its operations, changes in net financial assets and cash flows for the year in accordance with Canadian public sector accounting standards.

Report on Other Legal and Regulatory Requirements

As required by the Societies Act (British Columbia), we report that, in our opinion, these principles have been applied on a basis consistent with that of the preceding year.

Vancouver, Canada
May 14, 2019



CHARTERED PROFESSIONAL ACCOUNTANTS

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF FINANCIAL POSITION

		MARCH 31,	
	NOTE	2019	2018
FINANCIAL ASSETS			
CASH AND CASH EQUIVALENTS	4	\$ 285,938	\$ 368,811
GUARANTEED INVESTMENT CERTIFICATES	5	858,801	857,715
ACCOUNTS RECEIVABLE		49,596	20,486
		1,194,335	1,247,012
LIABILITIES			
ACCOUNTS PAYABLE AND ACCRUED LIABILITIES		31,437	160,037
SALARIES AND ASSESSMENTS PAYABLE		231,810	156,541
EMPLOYEE FUTURE BENEFITS	6	187,354	166,031
DEFERRED REVENUE	8	212,150	237,615
		662,751	720,224
NET FINANCIAL ASSETS		531,584	526,788
NON-FINANCIAL ASSETS			
TANGIBLE CAPITAL ASSETS	9	43,067	31,066
PREPAID EXPENSES		197,996	212,484
		241,063	243,550
ACCUMULATED SURPLUS		\$ 772,647	\$ 770,338
GOING CONCERN CONSIDERATIONS	2		
CONTRACTUAL OBLIGATIONS	6 & 7		

APPROVED ON BEHALF OF THE BOARD



Dr. Randall Martin



Ms. Sherri Bell

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF OPERATIONS

	<u>2019 BUDGET</u> (NOTE 12)	<u>YEAR ENDED MARCH 31,</u>	
		<u>2019</u>	<u>2018</u>
REVENUES			
EDUCATION QUALITY			
ASSURANCE (EQA) (SCHEDULE)	\$ 38,000	\$ -	\$ 39,500
GOVERNMENT GRANTS - CORE	1,500,000	1,500,000	1,500,000
GOVERNMENT CONTRIBUTIONS - CONTRACTS	264,500	791,490	1,245,866
SUMMER SEMINAR	291,085	474,176	293,460
ADMINISTRATION AND OPERATING	30,700	94,758	60,379
OTHER	17,200	8,741	8,867
	<u>2,141,485</u>	<u>2,869,165</u>	<u>3,148,072</u>
EXPENSES			
EDUCATION QUALITY			
ASSURANCE (EQA) (SCHEDULE)	-	-	13,709
ADMINISTRATION AND OPERATING			
CONTRACTS (SCHEDULE)	<u>2,141,485</u>	<u>2,866,856</u>	<u>3,131,631</u>
	<u>2,141,485</u>	<u>2,866,856</u>	<u>3,145,340</u>
ANNUAL OPERATING SURPLUS	<u>\$ -</u>	2,309	2,732
ACCUMULATED SURPLUS			
BEGINNING OF THE YEAR		<u>770,338</u>	<u>767,606</u>
ACCUMULATED SURPLUS			
END OF THE YEAR		<u>\$ 772,647</u>	<u>\$ 770,338</u>

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF CHANGE IN NET FINANCIAL ASSETS

	2019 BUDGET	YEAR ENDED MARCH 31,	
	(NOTE 12)	2019	2018
ANNUAL OPERATING SURPLUS	\$ -	\$ 2,309	\$ 2,732
ACQUISITION OF TANGIBLE CAPITAL ASSETS	-	(30,691)	(11,656)
AMORTIZATION OF TANGIBLE CAPITAL ASSETS	12,000	18,690	11,856
ACQUISITION OF PREPAID EXPENSES	-	(197,996)	(212,484)
USE OF PREPAID EXPENSES	(12,000)	212,484	207,052
DECREASE IN NET FINANCIAL ASSETS	\$ -	4,796	(2,500)
NET FINANCIAL ASSETS BEGINNING OF THE YEAR		526,788	529,288
NET FINANCIAL ASSETS END OF THE YEAR		\$ 531,584	\$ 526,788

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF CASH FLOWS

	YEAR ENDED MARCH 31,	
	2019	2018
OPERATING TRANSACTIONS		
CASH RECEIVED FROM		
EQA	\$ -	\$ 39,500
GOVERNMENT GRANTS - CORE	1,500,000	1,500,000
GOVERNMENT CONTRIBUTIONS - CONTRACTS	791,490	1,245,866
SUMMER SEMINAR	448,711	146,396
ADMINISTRATIVE AND OPERATING	86,915	52,836
OTHER	8,741	8,867
	2,835,857	2,993,465
CASH PAID FOR		
EQA	-	16,162
EQUIPMENT RENTAL	29,330	21,664
EVENT FEES	251,751	121,740
HOSPITALITY	283,234	142,332
INFORMATION TECHNOLOGY AND WEBSITES	91,063	57,697
INSURANCE	4,531	4,795
LEADERSHIP AND ORGANIZATION	5,042	4,500
MARKETING	652,413	569,747
OFFICE COMMUNICATIONS	32,905	31,906
OFFICE SUPPLIES AND MISCELLANEOUS	17,859	21,305
PROFESSIONAL AND CONSULTING FEES	28,023	577,921
RENT AND FACILITIES	192,096	148,622
SALARIES AND BENEFITS	1,053,692	1,168,038
SALES TAXES	(2,641)	352
TELECOMMUNICATIONS	24,223	16,082
TRAVEL	223,432	91,164
	2,886,953	2,994,027
CASH APPLIED TO OPERATING TRANSACTIONS	(51,096)	(562)
CAPITAL TRANSACTIONS		
CASH USED TO ACQUIRE TANGIBLE CAPITAL ASSETS	(30,691)	(11,656)
CASH APPLIED TO CAPITAL TRANSACTIONS	(30,691)	(11,656)
INVESTING TRANSACTIONS		
GUARANTEED INVESTMENT CERTIFICATES	(1,086)	(378)
CASH APPLIED TO INVESTING TRANSACTIONS	(1,086)	(378)
DECREASE IN CASH AND CASH EQUIVALENTS	(82,873)	(12,596)
CASH AND CASH EQUIVALENTS BEGINNING OF THE YEAR	368,811	381,407
CASH AND CASH EQUIVALENTS END OF THE YEAR	\$ 285,938	\$ 368,811

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

1. NATURE OF OPERATIONS

The British Columbia Council for International Education ("The Council") is an educational marketing institution incorporated in 1991 under the Societies Act (British Columbia). On January 23, 2009, the Council changed its name from The British Columbia Centre for International Education to The British Columbia Council for International Education, amended its constitution, and replaced its by-laws in their entirety. At the same time, its mandate was expanded to include overseas missions, new internal and external programs, marketing and communication portfolios, and to administer government sponsored initiatives, such as the Education Quality Assurance Program ("EQA"). The Council receives funding for its programs through the Ministry of Advanced Education for the Province of British Columbia ("the Ministry") and other government funded agencies. Previously, the Council was funded by internal programs and membership dues. In 2012, the mandate and mission of the Council were further changed and scaled back to focus on the core areas of planning and logistics of international events, marketing British Columbia in the international markets, and administering the EQA program. In 2014, the Council was notified that it would no longer be the administrator of the EQA program.

The Council reports to the Legislative Assembly through the Ministry and is considered a Government Reporting Entity. The Council has no issued shares.

The Council is exempt from income taxes under the Income Tax Act.

2. GOING CONCERN CONSIDERATIONS

These financial statements have been prepared on the assumption that the Council is a going concern, meaning it will continue in operation for the foreseeable future and will be able to realize assets and discharge liabilities in the ordinary course of operations. Different bases of measurement may be appropriate if the Council is not expected to continue in operation for the foreseeable future. The Council is economically dependent on government support to fund its programs and activities. The Council's continuation as a going concern is dependent upon its ability to receive future government funding sufficient to meet current and future obligations.

As at March 31, 2019, the Council had net financial assets of \$531,584 (2018 - \$526,788).

The Council has the Ministry's grant commitment of \$1,500,000 to fund its fiscal 2020 operations, and received funding of \$1,500,000 to fund its fiscal 2019 operations.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

a. Basis of Accounting

These financial statements have been prepared by management in accordance with Canadian public sector accounting standards.

b. Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, demand deposits, and short-term highly liquid investments that are readily convertible to known amounts of cash and that are subject to an insignificant risk of change in value. These short-term investments generally have a maturity of three months or less at acquisition and are held for the purpose of meeting short-term cash commitments rather than for investing.

c. Guaranteed Investment Certificates

Guaranteed investment certificates ("GIC's") are interest bearing and generally have maturity dates of one year or less.

d. Employee Future Benefits

i. The employees of the Council belong to the Municipal Pension Plan which is a multi-employer joint trustee plan. This plan is a defined benefit plan, providing a pension on retirement based on the member's age at retirement, length of service, and highest earnings averaged over five years. Inflation adjustments are contingent upon available funding.

The joint trustee board of the plan determines the required plan contributions annually.

The contribution to the plan by the Council is recorded as an expense for the year.

ii. The costs of insured benefits reflected in these financial statements are the Council's portion of the insurance premiums owed for coverage of employees during the period.

e. Tangible Capital Assets Including Capital Leases

Tangible capital assets are recorded at cost, which includes amounts that are directly related to the acquisition, design, construction, development, improvement, or betterment of the assets.

The Council does not have any capital leases.

The cost, less the estimated residual value, of the tangible capital assets, excluding land, is amortized on a declining balance basis over their estimated useful lives as follows:

Website	30% declining balance method
Office furniture and equipment	20% declining balance method
Computer equipment and software	50%-100% declining balance method
Leasehold improvements	3 years straight line

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

e. Tangible Capital Assets Including Capital Leases (Continued)

Tangible capital assets are written down when conditions indicate that they no longer contribute to the Council's ability to provide goods and services, or when the value of future economic benefits associated with the tangible capital assets is less than their net book value. The net write-downs are accounted for as expenses in the statement of operations. No write downs were recorded during the year.

Contributed tangible capital assets are recorded as revenue at their fair market value on the date of donation, except in circumstances where fair value cannot be reasonably determined which are recognized at nominal value. Transfers of tangible capital assets from related parties are recorded at carrying value. No contributed tangible capital assets were received during the year.

f. Prepaid Expenses

Prepaid expenses, which include prepaid insurance, facility rentals, travel and mission expenses, are charged to operations over the periods that are expected to benefit from the expense.

g. Revenue Recognition

Revenues are recognized in the period in which the transactions or events occurred that gave rise to the revenues. All revenues are recorded on an accrual basis, except when the accruals cannot be reasonably determined or collection is reasonably assured.

Government transfers are recognized as revenues when the transfer is authorized, any eligibility criteria are met, and reasonable estimates of the amounts can be made. Transfers are recognized as deferred revenue when amounts have been received but not all eligibility criteria or stipulations have been met.

Contributions from other sources are deferred and recognized as revenue as the related stipulations in the agreement are met. Restricted contributions that must be maintained in perpetuity are recorded as revenue when received or receivable and are presented as non-financial assets in the statement of financial position.

Revenue related to fees or services received in advance of the fee being earned or service performed is deferred and recognized when the fee is earned or service performed.

Expenses are reported on an accrual basis. The cost of all goods consumed and services received during the year is expensed.

h. Foreign Currency Translation

Foreign currency transactions are translated at the exchange rate prevailing at the date of the transactions unless hedged by forward contracts that specify the rate of exchange. Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the exchange rate prevailing at year end.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

h. Foreign Currency Translation (Continued)

Adjustments to revenue or expense transactions arising as a result of foreign currency translation are credited or charged to operations at the time the adjustments arise. The Council does not undertake any currency hedges.

i. Financial Instruments

Measurement

Financial assets originated or acquired, or financial liabilities issued or assumed, are initially measured at their fair values. In the case of a financial asset or financial liability not being subsequently measured at fair value, the initial fair value will be adjusted for financing fees and transaction costs that are directly attributable to its origination, acquisition, issuance or assumption. Transaction costs of financial instruments measured at fair value are expensed.

The Council subsequently measures its financial assets and liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Unrealized gains and losses from changes in fair value are recognized in the statement of re-measurement gains and losses until the respective investment is ultimately disposed of, at which time the cumulative gain or loss is recognized in the statement of operations.

Financial assets measured at amortized cost include cash and cash equivalents, GIC's, and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable, and salaries and assessments payable.

The Council has not presented a statement of re-measurement gains or losses as it has no reportable transactions for its fiscal years ending March 31, 2019 and 2018.

Impairment

At the end of each reporting period, the Council assesses whether there are any indications that a financial asset measured at cost or amortized cost may be impaired. When there is an indication of impairment, the Council determines whether a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the financial asset and, in which case, the carrying amount of the asset is reduced to the highest expected value that is actually recoverable from the asset either by holding that asset, by its sale, or by exercising the right to any collateral (net of cost). The carrying amount of the asset is reduced directly or through the use of an allowance account and the amount of the reduction is recognized as an impairment loss in net income. A write down of a portfolio investment to reflect a loss in value is not reversed for a subsequent increase in value.

Derecognition

A financial liability or a part of a financial liability is removed from the statement of financial position when it is extinguished (i.e.: when the obligation is discharged or cancelled, or expires). The difference between the carrying amount of that financial liability extinguished or transferred to another party and the fair value of the consideration paid, including any non-cash assets transferred, liabilities assumed or equity instruments issued, is recognized in net income for the period.

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THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

j. Measurement Uncertainty

The preparation of financial statements requires management to make estimates and assumptions that affect the reporting amounts of assets and liabilities, and disclosure of contingent assets and liabilities, at the date of the financial statements and the reported amounts of the revenues and expenses during the period. Items requiring the use of significant estimates include the useful life of capital assets and related amortization and estimated employee benefits.

Estimates are based on the best information available at the time of preparation of the financial statements and are reviewed periodically to reflect new information as it becomes available. Measurement uncertainty exists in these financial statements. Actual results could differ from these estimates.

4. CASH AND CASH EQUIVALENTS

	2019	2018
Cash and demand deposits	<u>\$ 285,938</u>	<u>\$ 368,811</u>

Cash includes \$50,000 (2018 - \$41,261) which is restricted and may be used only for specified purposes.

5. GUARANTEED INVESTMENT CERTIFICATES

	2019	2018
GIC's bear interest at rates ranging from 0.90% to 2.50% (weighted average 1.84%), are non-redeemable for twelve months and have maturity dates to March 8, 2020. The Council has pledged \$73,530 of the total as security for its outstanding Visa commitments from time to time.	<u>\$ 858,801</u>	<u>\$ 857,715</u>

6. EMPLOYEES' PENSION PLAN AND BENEFITS PLAN

The Council contracts out its employee and payroll services under a fee arrangement currently with Capilano University ("CU"). Under this arrangement, the Council's employees are considered employees of CU. Employee compensation costs invoiced to the Council include employee salaries and related pension and employment benefits as determined by CU. Any funding adjustments are reflected ongoing in the CU's invoices to the Council.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

6. EMPLOYEES' PENSION PLAN AND BENEFITS PLAN (CONTINUED)

a. Retirement Benefits - Pension Plan

The Council and its employees contribute to the Municipal Pension Plan which is a multi-employer plan in accordance with the Public Sector Pension Plan Act. The plan provides defined pension benefits to retired employees based on their age at retirement, length of service and highest earnings averaged over five years. The contribution rate for eligible employees is 8.5% of the employee's salaries until the yearly insurable earnings are reached, increasing to 10.0% thereafter. The Council matches contributions to the plan at the rate of 9.71% of the eligible employee's salary. Starting on January 1, 2019 the employer rate increased to 9.74%.

The Council records its pension expense as the amount of employer contributions made during the fiscal year (defined contribution pension plan accounting). This is because the plan records accrued liabilities and accrued assets for the plan in aggregate with the result that there is no consistent and reliable basis for allocating the obligation, assets and cost to individual employers participating in the plan. The Council paid \$79,482 (2018 - \$75,547) for employer contributions to the plan for fiscal 2019. The contribution rates are subject to change as determined by the plan administrators.

The actuarial valuation for the Municipal Pension Plan as at December 31, 2015, indicated a \$1,224,074 funding surplus for basic pension benefits.

b. Other Employee Benefits

In fiscal 2011, and as renegotiated in 2016, the Council entered into an employment contract with its Executive Director which provides for administrative leave of one full month of paid compensation for each year of completed service from October 2007 and at the discretion of the Council twelve months' notice or pay in lieu of notice, should the Council terminate the employment contract without just cause.

Payroll liabilities include a provision for accrued administrative leave of \$187,354 (2018 - \$166,031) as at March 31, 2019.

The Council provides for its employees life insurance and disability and health care benefits which are funded by monthly premium payments to independent benefit providers. The benefits cease upon termination of employment with the Council. The Council currently has no long-term commitments with these benefit provisions.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

7. CONTRACTUAL OBLIGATIONS

The Council has entered into operating leases for premises and office equipment pursuant to agreements extending to June 2023. Annual payments over the remaining terms are as follows:

<u>Year Ended March 31,</u>	<u>Premises</u>	<u>Office Equipment</u>	<u>Total</u>
2020	\$ 110,056	\$ 3,513	\$ 113,569
2021	110,056	3,513	113,569
2022	110,056	3,513	113,569
2023	110,056	1,756	111,812
2024	27,514	-	27,514
	<u>\$ 467,738</u>	<u>\$ 12,295</u>	<u>\$ 480,033</u>

8. DEFERRED REVENUE

Deferred revenues represent externally restricted contributions received by the Council for future general operating expenses. The following is a summary of the externally restricted funds received.

	<u>March 31, 2019</u>		
	<u>EQA</u>	<u>BCCIE</u>	<u>Total</u>
Deferred revenue beginning of the year	\$ -	\$ 237,615	\$ 237,615
Net increase (decrease) in deferred revenue	-	(25,465)	(25,465)
Deferred revenue end of the year	<u>\$ -</u>	<u>\$ 212,150</u>	<u>\$ 212,150</u>
	<u>March 31, 2018</u>		
	<u>EQA</u>	<u>BCCIE</u>	<u>Total</u>
Deferred revenue beginning of the year	\$ 1,500	\$ 383,179	\$ 384,679
Net increase (decrease) in deferred revenue	(1,500)	(145,564)	(147,064)
Deferred revenue end of the year	<u>\$ -</u>	<u>\$ 237,615</u>	<u>\$ 237,615</u>

As of April 1, 2018, the Council is no longer responsible for administering the EQA program

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

9. TANGIBLE CAPITAL ASSETS

	Website	Office Furniture and Equipment	Computer Equipment and Software	Leasehold Improvements	Total
March 31, 2019					
Cost					
Opening balance	\$ 91,511	\$ 80,559	\$ 107,379	\$ 62,518	\$ 341,967
Additions	-	-	30,691	-	30,691
Closing balance	91,511	80,559	138,070	62,518	372,658
Accumulated amortization					
Opening balance	84,978	65,693	97,712	62,518	310,901
Amortization	1,960	2,973	13,757	-	18,690
Closing balance	86,938	68,666	111,469	62,518	329,591
Net book value	\$ 4,573	\$ 11,893	\$ 26,601	\$ -	\$ 43,067
March 31, 2018					
Cost					
Opening balance	\$ 91,511	\$ 79,228	\$ 97,054	\$ 62,518	\$ 330,311
Additions	-	1,331	10,325	-	11,656
Closing balance	91,511	80,559	107,379	62,518	341,967
Accumulated amortization					
Opening balance	82,178	62,142	92,206	62,518	299,044
Amortization	2,800	3,551	5,506	-	11,857
Closing balance	84,978	65,693	97,712	62,518	310,901
Net book value	\$ 6,533	\$ 14,866	\$ 9,667	\$ -	\$ 31,066

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

10. RELATED PARTY TRANSACTIONS

The Council had the following transactions with the Ministry and other government controlled organizations:

	Year Ended March 31,	
	2019	2018
Government Grants - Core	\$ 1,500,000	\$ 1,500,000
Government Contributions - Contracts	791,490	1,245,866
EQA	-	20,000
	\$ 2,291,490	\$ 2,765,866

These transactions are considered to be in the normal course of business and are measured at their exchange amounts, being the amounts agreed to by the parties.

The Council's current payroll of \$1,163,008 includes four employees with salaries totalling \$540,893.

11. EXPENSES BY OBJECT

The following is a summary of expenses by object:

	Year Ended March 31,	
	2019	2018
Amortization	\$ 18,690	\$ 11,856
Bank charges and foreign exchange	891	2,234
Equipment rental	29,303	21,690
Event fees	164,870	151,258
Hospitality	282,343	145,122
Information technology and websites	87,135	70,933
Insurance	4,531	4,795
Leadership and organization	5,042	4,500
Marketing	639,913	569,747
Office communications	32,725	31,622
Office supplies and miscellaneous	15,719	19,164
Professional and consulting fees	17,008	588,937
Rent and facilities	170,622	149,172
Salaries and benefits	1,163,008	1,191,040
Telecommunications	22,876	16,529
Travel	212,180	166,741
	\$ 2,866,856	\$ 3,145,340

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

12. BUDGETED FIGURES

The budgeted figures have been provided for comparison purposes and have been derived from the estimates approved by the Board of Directors. The budgeted figures have not been audited.

13. FINANCIAL RISK MANAGEMENT

Risks and Concentrations

The Council is exposed to various risks through its financial instruments, without being exposed to concentrations of risk. The following analysis provides a measure of the Council's risk exposure at March 31, 2019.

a. Liquidity Risk

Liquidity risk arises if the Council is unable to meet its obligations associated with financial liabilities. The Council is exposed to this risk mainly in respect to its accounts payable. The Council mitigates this risk by preparing and monitoring operating budgets that are used to assist with the planning of cash flows to meet its obligations as they come due.

b. Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge its obligation.

Cash and cash equivalents, GIC's, and accounts receivable are exposed to credit risk due to the potential for counterparties to default on their contractual obligations. The maximum potential loss on these financial instruments equals their carrying value.

The Council mitigates its credit risk exposure by maintaining its cash and cash equivalents, and GIC's in major Canadian chartered banks. Accounts receivable are owed from various entities and there is no concentration of risk associated with any particular customer. As at March 31, 2019, there was \$22,631 in overdue account receivable balances.

c. Market Risk

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

i. *Currency risk*

Currency risk is the risk that the fair market value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Council is not exposed to any currency risk and does not maintain any foreign denominated financial currencies.

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THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2019

13. FINANCIAL RISK MANAGEMENT (CONTINUED)

Risks and Concentrations (Continued)

c. Market Risk (Continued)

ii. *Interest rate risk*

Interest rate risk is the risk that the fair value or future cash flow of a financial instrument will fluctuate because of changes in market interest rates.

The Council is exposed to interest rate risk on its GIC's, which bear interest at fixed rates which could expose the Council to interest rate price risk. Fluctuations in market interest rates could affect the fair value of these financial instruments.

iii. *Other price risk*

Other price risk is the risk that the fair market 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 currency risk), whether those changes are caused by factors specific to the individual financial instrument traded in the market.

The Council is not exposed to other price risk.

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THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION
SCHEDULE OF PROGRAM REVENUES AND EXPENDITURES

	EDUCATION QUALITY ASSURANCE		ADMINISTRATION AND OPERATING CONTRACTS	
	YEAR ENDED MARCH 31, 2019	2018	YEAR ENDED MARCH 31, 2019	2018
REVENUE				
FEES - PRIVATE INSTITUTIONS	\$ -	\$ 19,500	\$ -	\$ -
GRANTS - ADVANCED EDUCATION - CORE	-	20,000	1,500,000	1,500,000
CONTRIBUTIONS - ADVANCED EDUCATION - CONTRACTS	-	-	791,490	1,245,866
SUMMER SEMINAR	-	-	474,176	293,460
OPERATING	-	-	94,758	60,379
OTHER	-	-	8,741	8,867
	-	39,500	2,869,165	3,108,572
EXPENSES				
AMORTIZATION	-	-	18,690	11,856
BANK CHARGES AND FOREIGN EXCHANGE	-	1,279	891	955
EQUIPMENT RENTAL	-	-	29,303	21,690
EVENT FEES	-	-	164,870	151,258
HOSPITALITY	-	-	282,343	145,122
INFORMATION TECHNOLOGY AND WEBSITES	-	12,430	87,135	58,503
INSURANCE	-	-	4,531	4,795
LEADERSHIP AND ORGANIZATION	-	-	5,042	4,500
MARKETING	-	-	639,913	569,747
OFFICE COMMUNICATIONS	-	-	32,725	31,622
OFFICE SUPPLIES AND MISCELLANEOUS	-	-	15,719	19,164
PROFESSIONAL AND CONSULTING FEES	-	-	17,008	588,937
RENT AND FACILITIES	-	-	170,622	149,172
SALARIES AND BENEFITS	-	-	1,163,008	1,191,040
TELECOMMUNICATIONS	-	-	22,876	16,529
TRAVEL	-	-	212,180	166,741
	-	13,709	2,866,856	3,131,631
SURPLUS (DEFICIT) FOR THE YEAR	\$ -	\$ 25,791	\$ 2,309	\$ (23,059)

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Appendix A – Additional Information

Additional information including an organizational overview and further details about the corporate governance structure at BCCIE can be found at www.bccie.bc.ca.

Corporate Governance

Board of Directors: www.bccie.bc.ca/about/board

Corporate Governance and Reports: www.bccie.bc.ca/about/corporate-reports

Senior Management: www.bccie.bc.ca/about/our-team

Organizational Overview

Mandate, Vision, Business Areas: www.bccie.bc.ca/about

Partner Organizations: www.bccie.bc.ca/about/partner-organizations

Contact Information

Location: www.bccie.bc.ca/contact