

British Columbia Council for International Education

2020/21 Annual Service Plan Report



For more information on the British Columbia Council for International Education contact:

Suite 603-409 Granville Street

Vancouver, BC V6C 1T2

604-637-6766

Or visit our website at

www.bccie.bc.ca

Published by the British Columbia Council for International Education

Board Chair's Accountability Statement



The *British Columbia Council for International Education's 2020/21 Annual Service Plan Report* compares the corporation's actual results to the expected results identified in the *2020/21 – 2022/23 Service Plan* created in February 2020. The Board is accountable for those results as reported.

A handwritten signature in black ink that reads "Sherri Bell". The signature is written in a cursive, flowing style.

Sherri Bell
Board Chair
July 26, 2021

Table of Contents

Board Chair’s Accountability Statement	3
Letter from the Board Chair & Executive Director	5
Purpose of the Annual Service Plan Report.....	7
Purpose of the Organization.....	7
Strategic Direction	7
Operating Environment.....	7
Report on Performance: Goals, Objectives, Measures and Targets.....	9
Financial Report.....	13
Discussion of Results	13
Financial Summary	14
Variance and Trend Analysis.....	15
Appendix A: Additional Information.....	16
Appendix B: Auditor’s Report and Audited Financial Statements.....	17

Letter from the Board Chair & Executive Director

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 2020/21 BCCIE Annual Service Plan Report, demonstrating performance against targets outlined in the 2020/21 - 2022/23 Service Plan created in February 2020. The novel coronavirus (COVID-19) pandemic significantly impacted BCCIE operations, changing the way in which deliverables were executed. As a result, BCCIE did not meet all the targets for the performance measures identified in the 2020/21 Service Plan.

In the 2020/21 Mandate Letter from the Ministry of Advanced Education and Skills Training (Ministry), BCCIE was directed to make substantive progress on a number of priorities, such as support for Indigenization in the international education sector; building sector capacity; enhancing diversification; and expanding intercultural training and support. To implement this mandate, BCCIE staff worked collaboratively with the Ministry, partner ministries (the Ministry of Education and the Ministry of Jobs, Economic Recovery, and Innovation), as well as the BCCIE Board of Directors to fulfill its operational activities in support of the sector and these emerging provincial international education priorities.

The COVID-19 pandemic restricted BCCIE's ability to physically travel to international markets as planned and forced the difficult but necessary decision to postpone the Asia-Pacific Association for International Education (APAIE 2020) conference, a BCCIE-led global event originally scheduled to be held in Vancouver in March 2020. In response to these limitations, BCCIE developed and implemented new and innovative supports for B.C. institutions, through virtual student recruitment fairs and online partner-development events with target markets such as Mexico and Southeast Asia. These activities not only created new partnerships for B.C. schools and institutions but also helped sustain connections to key international partners, supported system coordination, and strengthened B.C.'s reputation as a safe and welcoming destination.

In addition to the operational activities, BCCIE executed several special projects on key international education priorities for government. BCCIE engaged key local experts in the development of a regional initiative, diversification plan, and indigenization plan which included a scan of the current situation in B.C. and provided recommendations for B.C.'s international education sector moving forward. In addition, BCCIE hosted an Intercultural webinar series, which included a foundations module and six webinars hosted between September 2020 and March 2021 and organized a three-part indigenization webinar series in March 2021 titled *Dialogues on Decolonization for International Education*. Both training series were well received from the sector, resulting in high satisfaction rates from participants.

Strong two-way communication and collaboration with the Ministry, and partner ministries, remained a priority throughout this challenging year. BCCIE met regularly with staff in government to ensure strategic alignment with provincial international education priorities and to discuss progress on BCCIE's deliverables. BCCIE continued ongoing discussions with the Board regarding professional development needs and planning for Board member succession.

The BCCIE staff remain committed to growth and professional development and all staff completed the Gender-Based Analysis Plus training in 2020.

Sherri Bell



Board Chair BCCIE
July 26, 2021

Randall Martin



Executive Director BCCIE
July 26, 2021

Purpose of the Annual Service Plan Report

The Annual Service Plan Report 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

BCCIE works collaboratively with the Ministry of Advanced Education and Skills Training and partner ministries including the Ministry of Education and the Ministry of Jobs, Economic Recovery, and Innovation, and with schools, districts, and institutions to deliver on the international education priorities of the Province. BCCIE supports B.C. students, teachers and administrators in the provincial K-12 and post-secondary system by providing leadership and expertise as well as promoting the benefits and opportunities of international education broadly. BCCIE supports a strong and sustainable provincial economy and builds targeted and strategic partnerships between B.C. and global institutions with the goal of improving student mobility, increasing pathways between B.C. K-12 and post-secondary institutions, and diversifying key markets.

BCCIE is a provincial Crown corporation reporting to the Ministry of Advanced Education and Skills 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 [2020 Mandate Letter](#) from the Minister Responsible, shaped the goals, objectives, performance measures and financial plan outlined in the [2020/21 BCCIE Service Plan](#) and actual results reported on in this annual report.

The global COVID-19 pandemic resulted in many shifts in priorities, structures, and operations across the public sector. Any changes to BCCIE goals, objectives, performance measures or financial plan to align with the strategic direction established by Government in late 2020 are presented in the [2021/22 Service Plan](#).

Operating Environment

The COVID-19 pandemic significantly impacted the international community and restricted BCCIE's ability to physically represent B.C. abroad, develop new partnerships, lead overseas missions, and hold or host in-person international events. In response to the limitations, BCCIE demonstrated its nimbleness, providing new services to the sector and adding value during this difficult time. In 2020, BCCIE developed and implemented new and innovative supports for B.C. institutions, through virtual student recruitment fairs and online partner-development

events. These activities not only created new partnership opportunities but also helped sustain connections to key international partners and support system coordination within the B.C. post-secondary and K-12 sectors during the pandemic.

Supporting reconciliation with Indigenous peoples remained a key commitment of the Province of British Columbia this past year, including moving forward on the Truth and Reconciliation Commission (TRC) Calls to Action and the Declaration on the Rights of Indigenous Peoples Act. As part of its work to promote diversity and strengthen intercultural awareness and inclusiveness, BCCIE planned on hosting several workshops in 2020/21 on topics supporting this government's priority of reconciliation. Although the pandemic impacted the ability to deliver in-person events throughout the year, BCCIE responded by transitioning all events and training sessions online, hosting over 20 virtual capacity building events for international education practitioners across the province.

Report on Performance: Goals, Objectives, Measures and Targets

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

BCCIE plays a critical role in facilitating partnerships focused on diversifying markets, both for increasing opportunities for B.C. students to study and work abroad, and for positioning B.C., including regions outside the Lower Mainland, as a destination of choice for international learners.

Objective 1.1: Facilitate strategic international partnerships in education.

International partnerships are an essential part of a globally aware education system. They increase diversified markets supporting the two-way flow of students, instructors, and ideas between British Columbia and international partners and support learners to attain valuable global skills.

Key Highlights

- Signed two strategic agreements with partners in Southeast Asia and Mongolia.
- Hosted nine virtual partnership development opportunities for the B.C. education sector.
- Facilitated four B.C. post secondary institutions in joining the University Mobility in Asia Pacific (UMAP) association.

Performance Measure(s)	2019/20 Actuals	2020/21 Target	2020/21 Actuals	2021/22 Target	2022/23 Target
1.1a Number of annual strategic agreements BCCIE signs to support further diversification of international education markets	2	2	2	2	2
1.1b Number of opportunities for international partnership development between B.C. schools, districts, and institutions and international counterparts ¹	10	11	9	12	12

Data source: BCCIE

¹ BCCIE tracks the number of partnership-building events offered to B.C. institutions as a part of Team B.C. missions, familiarization tours, the BCCIE annual summer conference, virtual B2B events and any other partnership focused events hosted by BCCIE. Targets for this performance measure have been adjusted in the [2021/22 Service Plan](#).

Discussion of Results

In the 2018/19 service plan, BCCIE introduced a new measure of agreements entered into by BCCIE, and it was determined that as the goal was to achieve strategic, quality outcomes, the targets would remain constant over time. A second measure was added in the 2019/20 service plan to capture BCCIE’s efforts to support matchmaking and partnership development at the

institutional and school level that may lead to new agreements which further support international market diversification. Together, the two measures demonstrate the comprehensive actions undertaken by BCCIE to facilitate sector opportunities to build international partnerships. It is important to note that the partnership development cycle is a phased approach requiring significant effort over time.

Despite COVID-19, BCCIE met the target for the first performance measure, signing two strategic agreements in 2020/21. COVID-19 restrictions impacted BCCIE's ability to travel abroad for Team BC missions to Southeast Asia and Latin America, host familiarization tours, and host the APAIE conference. While BCCIE did offer nine virtual partnership development events throughout the fiscal year, BCCIE did not meet the initial 2020/21 target for this measure.

Goal 2: Build capacity and provide leadership and expertise in international education.

BCCIE is committed to providing effective and relevant capacity building expertise and services to all international education stakeholders in the Province, with a focus this year on ensuring greater support and accessibility to those outside the Lower Mainland. BCCIE organizes and delivers activities and sessions throughout B.C. and undertakes focused capacity building projects with schools and institutions to support international education engagement. This work provides information, knowledge, and best practices to international education practitioners to support student success and increases capability, agility, and engagement within the sector.

Objective 2.1: Identify, create, and support opportunities for capacity building in the international education sector.

Capacity building efforts, including BCCIE's Summer Conference, focus on fostering diversity in the classroom, ensuring a positive experience for international students, and learning from and appreciating the intercultural dynamics developed within classrooms and campuses. This includes supporting the awareness of B.C. Indigenous history among international students.

Key Highlights

- Hosted 22 virtual capacity building sessions for over 2,600 participants on topics such as anti-racism, marketing, climate change, diversification, mental health, and diversity and equity.
- Hosted intercultural webinar series, including a foundations module and six monthly webinars.
- Organized a three-part webinar series focused on the topic of Indigenization entitled *Dialogues on Decolonization for International Education*.

Performance Measure(s)	2019/20 Actuals	2020/21 Target	2020/21 Actuals	2021/22 Target	2022/23 Target
2.1a Number of capacity building sessions ¹	12	12	22	12	12
2.1b Number of participants at capacity building sessions ²	834	450	2625	775	775
2.1c Satisfaction with capacity building sessions and annual summer conference ³	95%	95%	94%	95%	95%

Data source: BCCIE

¹Capacity building sessions refer to expert-led workshops, seminars, and the mentorship program.

²Numbers of participants includes participation in capacity building sessions. Targets for this performance measure have been adjusted in the [2021/22 Service Plan](#).

³BCCIE surveys participants, using a standard five-point Likert scale to measure their satisfaction with the coordination and organization of the session.

Discussion of Results

Sector capacity building sessions bring stakeholders together to share best practices, foster peer-to-peer learning, discuss new ideas, and collaborate on a variety of topics such as regional or relevant challenges. 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.

In 2020/21, BCCIE hosted more capacity building events as part of one-time funding initiatives supported by the Ministry. This resulted in BCCIE significantly exceeding targets for the number of sessions offered and number of participants at the BCCIE capacity building sessions. The move to virtual events also contributed to BCCIE’s ability to offer more sessions and greater accessibility to regions outside the Lower Mainland.

BCCIE did not achieve the target for this percent satisfaction performance measure, though the range for satisfaction rates across all the BCCIE events was high at 87 to 100 percent. Moving all the events online may have impacted the overall satisfaction by participants, as a highly valued aspect of BCCIE events is the ability connect with international education professionals in the sector, which is harder to achieve in an online platform. In addition, offering all sessions as unpaid may have encouraged in some participants to join sessions that were outside their normal range, potentially reducing the participants’ satisfaction rating.

Goal 3: Promote the benefits and opportunities of international education.

BCCIE plays a leadership role in communicating and engaging with stakeholders in the sector, including B.C. students, schools and institutions, international institutions, and government partners. This goal promotes the value proposition of the sector through information sharing about opportunities and best practices, as well as fostering positive relationships.

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

Through a variety of in-person, web, and digital communication methods, BCCIE shares information about opportunities and best practices and supports positive relationships and collaborations for the benefit of the entire education sector. As the Province works to develop a balanced and student-centred approach to international education, BCCIE plays a critical role in communicating provincial international education priorities and strengthening the provincial education sector profile.

Key Highlights

- Added 168 new subscribers to BCCIE communications channels (18 percent increase) compared to last year.
- Drafted and disseminated 16 relevant sector-focused articles on international education topics.
- Promoted 126 international education events and opportunities to international education practitioners in B.C.

Performance Measure(s)	2018/19 Baseline	2019/20 Actuals	2020/21 Target	2020/21 Actuals	2021/22 Target	2022/23 Target
3.1a Total number of annual pageviews for BCCIE website ¹	135,702	168,468	164,199	95,730	180,619	189,650

Data source: BCCIE Goggle Analytics

¹ BCCIE tracks the number of pageviews quarterly and the numbers are greatly affected by BCCIE events. Targets for this performance measure have been adjusted in the [2021/22 Service Plan](#).

Discussion of Results

This metric was introduced in 2019/20 to demonstrate the effectiveness of BCCIE’s communication activities to promote and support provincial international education priorities. While there are limitations with this measure as it is not a complete representation of all BCCIE’s communication and engagement strategies, it provides a high-level assessment of the efficacy of communications efforts.

In 2020/21, COVID-19 and the absence of the annual Summer Conference had a significant impact on BCCIE’s communications with the sector. Although BCCIE offered a robust schedule of online capacity building events throughout the year, the overall website pageviews were still lower than previous years due to the cancelled summer conference. Improvements to BCCIE’s communication systems implemented over the course of the year, and the online 2021 Summer Conference, will help drive stakeholders to the BCCIE website.

Financial Report

For the auditor's report and audited financial statements, [see Appendix B](#). These can also be found on the [BCCIE website](#).

Discussion of Results

BCCIE reduced expenditures in 2020/21 in response to the impact of COVID-19 by eliminating travel, cancelling BCCIE-led sector missions, and shifting to online delivery of events and webinars. Operational savings and the quick shift in service delivery enabled BCCIE to deliver on its mandate priorities within its existing funding, and the operating-deficit approval BCCIE had received to manage uneven timing of business revenues was not required. As a result, BCCIE was able to end the year with a small surplus of \$299. The organization worked closely with the Board's Finance and Human Resources Committee and the Ministry of Advanced Education and Skills Training to ensure that strategic expenditure of operating funds and execution of activities were aligned with the BCCIE mandate, Strategic Plan and Operational Plan.

BCCIE received one-time, targeted funding from the Ministry of Advanced Education and Skills Training of \$500,000, to support government's development and implementation of an international education framework in 2020/21. With continuing travel restrictions and less international activity in the education sector due to COVID-19, BCCIE has been unable to complete all the intended work for the one-time funds and therefore did not fully expend them in fiscal 2020/21. BCCIE deferred \$225,000 into the 2021/22 fiscal year to continue this work.

In addition to funding provided from the Ministry, BCCIE generated some revenue from the World Education Services (WES) workshop and a contract with the International Public School Education Association (IPSEA) to plan a virtual networking event for public school districts in B.C. BCCIE also received contract funding from the Ministry of Education to complete the administration of several awards and scholarships on their behalf and to support the Offshore School Expansion project. This additional revenue further enabled BCCIE to deliver on priorities and activities within the current operating budget.

Financial Summary

	2019/20 (Actual)	2020/21 (Budget)	2020/21 (Actual)	2020/21 (Variance)
REVENUE				
Provincial Grant - General Operations	1,500,000	1,500,000	1,500,000	-
Provincial Grant - One-Time Funding ¹	-	-	275,000	275,000
BCCIE Summer Conference ²	419,619	-	-	-
APAIE 2020 ³	-	-	-	-
Professional Development ⁴	41,291	41,000	2,250	- 38,750
Familiarization Tours (Institutional Support) ⁵	17,347	-	-	-
Other Government Contracts ⁶	764,250	-	67,500	67,500
Other Missions ⁷	-	-	9,000	9,000
Bank Interest ⁸	9,075	9,250	15,660	6,410
TOTAL REVENUE	2,751,582	1,550,250	1,869,410	319,160
EXPENSES				
General Operations (IT, Board Meetings, Supplies, etc.)	1,513,962	1,440,831	1,511,504	70,673
<i>Operations</i>	<i>156,286</i>	<i>122,713</i>	<i>139,217</i>	<i>16,504</i>
<i>Salaries</i>	<i>1,247,409</i>	<i>1,206,462</i>	<i>1,261,479</i>	<i>55,017</i>
<i>Lease</i>	<i>110,267</i>	<i>111,656</i>	<i>110,808</i>	<i>- 848</i>
Program Areas ⁹	1,237,374	309,419	357,607	48,188
TOTAL EXPENSES	2,751,336	1,750,250	1,869,111	118,861
NET INCOME (LOSS)¹⁰	246	(200,000)	299	200,299
TOTAL DEBT	-	-	-	-
ACCUMULATED SURPLUS	772,893	572,893	773,192	

Notes:

- BCCIE received \$500,000 in one time funding from the Ministry of Advanced Education and Skills Training (AEST) to be spent on special projects in 2020/21. \$225,000 of the funding was deferred to 2021/22 so only \$275,000 was recognized as revenue in 2020/21.
- Due to the resources required to host APAIE planned for March 2020, BCCIE decided to not host the annual summer conference in June 2020.
- APAIE 2020 was postponed due to the global pandemic and is now planned for March 2022.
- Professional development events moved from in-person to online in 2020/21 due to the pandemic and there were no charges associated with majority of the events hosted, resulting in less revenue than anticipated in 2020/21.
- There were no familiarization tours in 2020/21 due to pandemic travel restrictions.
- In 2020/21, BCCIE received final payments for the Ministry of Education's TUA scholarship contract which was unable to be completed in 2019/20 due to pandemic restrictions. In addition, BCCIE received a contract from the Ministry of Education to support the offshore school expansion project in January 2021.
- In 2020/21, BCCIE was contracted to organize a virtual B2B networking event for the International Public School Education Association (IPSEA).
- In 2020/21, BCCIE received more interest than anticipated due to having more money in the term deposits.
- In 2020/21, less money was spent on program areas due to the absence of the Ministry of Education's scholarship program and not hosting the annual summer conference.
- BCCIE was approved to run a \$200,000 deficit in 2020/21 due to budget pressures associated with revenue loss from not hosting the annual summer conference. However, due to the pandemic and travel restrictions, BCCIE was able to redirect funds planned for travel to support new activities to deliver on the mandate, resulting in a balanced budget in 2020/21.

Variance and Trend Analysis

Positive variances resulted from activities in three key areas. After the budgeting cycle had closed, BCCIE received additional funds from the Ministry of Advanced Education and Skills Training, creating a variance of \$275,000. In addition, BCCIE received a contract from IPSEA and further contract funding from the Ministry of Education to complete the administration of awards and scholarships and to support the Offshore School Expansion project. These additional contracts resulted in a positive variance of \$76,500 that would support further operational expenses.

In addition to positive variance, BCCIE managed one key area of negative variance. Revenue from professional development declined in 2020/21 due to BCCIE transitioning all events to online learning platforms and making the decision to offer free capacity building events throughout the pandemic. These changes resulted in a negative variance of \$38,750.

Risks and Uncertainties

The global impact of COVID-19 on students and the demand for international education with the restrictions on international travel creates uncertainties in the international education sector within B.C. To continue support for students and to assist institutions in recovery and rebuilding phases of B.C.'s economic recovery, BCCIE will work closely with the Ministry and partner ministries to assess how BCCIE can continue to build sector capacity and identify strategic opportunities to benefit students, B.C.'s international education sector, and the province.

BCCIE is actively working to manage operating budget pressures that expose the budget to risk, including supplies, rent, staffing and travel. As the cost of these inputs continue to increase, significant risk is placed on the budget. BCCIE will work closely with ministries on strategies to address higher costs, leverage partnerships, and ensure alignment with government priorities.

Appendix A: Additional Information

Organizational Overview

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

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

Location: www.bccie.bc.ca/contact

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-of-directors

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

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

Contact Information

BC Council for International Education

Suite 603 – 409 Granville Street

Vancouver, BC V6C 1T2

Email: bccie@bccie.bc.ca

Phone: 604-637-6753

Website: www.bccie.bc.ca

Appendix B: Auditor's Report and Audited Financial Statements

**THE BRITISH COLUMBIA COUNCIL FOR
INTERNATIONAL EDUCATION**

FINANCIAL STATEMENTS

MARCH 31, 2021

STEELE & CO.
CHARTERED PROFESSIONAL ACCOUNTANTS



May 14, 2021

Statement of Management Responsibility
Year ended March 31, 2021

The accompanying financial statements have been prepared by management in accordance with Canadian public sector accounting standards and the integrity of these statements is management's responsibility. Management is also responsible for all of the notes to the financial statements and schedules, and for ensuring that this information is consistent, where appropriate, with the information contained in the financial statements.

Management is responsible for the preparation of the financial statements and has established a system of internal controls to provide reasonable assurance that assets are safeguarded, transactions are properly authorized, and financial records provide reliable information for the preparation of financial statements.

The Council's Board of Directors is responsible for the review and approval of the financial statements and meets with management and the external auditor to discuss the results of the audit examination and financial reporting matters. The external auditor has full access to the Board with and without the presence of management.

The external auditors, Steele & Co., conducted an independent audit of the financial statements in accordance with Canadian auditing standards, and express their opinion on the financial statements. The external auditors have full and free access to financial management of the British Columbia Council for International Education and meet when required.

Yours truly,

Dr. Randall Martin
Executive Director

Tanya Ogilvie
Director, Operations and Communications

Miranda Wong
Senior Manager, Finance and Human Resources

STEELE & CO.

CHARTERED PROFESSIONAL ACCOUNTANTS
*Representing incorporated professionals

SUITE 909
808 WEST HASTINGS STREET
VANCOUVER, BC CANADA V6C 2X4

TELEPHONE: (604) 687-8808
FAX: (604) 687-2702
EMAIL: email@steele-co.ca

INDEPENDENT AUDITOR'S REPORT

**To the Members of
The British Columbia Council for International Education, and
To the Minister of Finance, Province of British Columbia**

Opinion

We have audited the statement of financial position of The British Columbia Council for International Education ("the Council") as at March 31, 2021 and the statements of operations, change in net financial assets, and cash flows for the year ended March 31, 2021, and a summary of significant accounting policies and other explanatory information.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Council as at March 31, 2021 and the results of its operations, change in net financial assets and cash flows for the year in accordance with Canadian public sector accounting standards.

Basis of 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 Council in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

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

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

Those charged with governance are responsible for overseeing the Council's financial reporting process.

- 3 -

STEELE & CO.
CHARTERED PROFESSIONAL ACCOUNTANTS

Auditor's Responsibility 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 Council'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 Council'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 Council 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 identified during our audit.

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, 2021



CHARTERED PROFESSIONAL ACCOUNTANTS

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

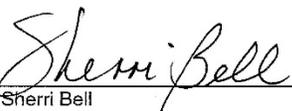
STATEMENT OF FINANCIAL POSITION

	NOTE	MARCH 31,	
		2021	2020
FINANCIAL ASSETS			
CASH AND CASH EQUIVALENTS	4	\$ 102,905	\$ 183,657
GUARANTEED INVESTMENT CERTIFICATES	5	1,371,678	860,064
ACCOUNTS RECEIVABLE		20,000	1,695
CONTRIBUTIONS RECEIVABLE		-	500,000
SALES TAX RECEIVABLE		975	1,289
		<u>1,495,558</u>	<u>1,546,705</u>
LIABILITIES			
ACCOUNTS PAYABLE AND ACCRUED LIABILITIES		56,038	15,883
SALARIES AND ASSESSMENTS PAYABLE		370,149	175,781
EMPLOYEE FUTURE BENEFITS	6	196,489	209,635
DEFERRED REVENUE	8	269,349	523,975
		<u>892,025</u>	<u>925,274</u>
NET FINANCIAL ASSETS		<u>603,533</u>	<u>621,431</u>
NON-FINANCIAL ASSETS			
TANGIBLE CAPITAL ASSETS	9	27,141	26,636
PREPAID EXPENSES		142,518	124,826
		<u>169,659</u>	<u>151,462</u>
ACCUMULATED SURPLUS		<u>\$ 773,192</u>	<u>\$ 772,893</u>
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

	2021 BUDGET (NOTE 12)	YEAR ENDED MARCH 31,	
		2021	2020
REVENUES			
GOVERNMENT GRANTS - CORE	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000
GOVERNMENT CONTRIBUTIONS			
CONTRACTS	-	342,500	764,250
SUMMER CONFERENCE	-	-	419,619
ADMINISTRATION AND OPERATING	41,000	11,250	58,638
OTHER	9,250	15,660	9,075
	<u>1,550,250</u>	<u>1,869,410</u>	<u>2,751,582</u>
EXPENSES			
ADMINISTRATION AND OPERATING			
CONTRACTS (NOTE 11)	1,750,250	1,869,111	2,751,336
ANNUAL OPERATING SURPLUS (DEFICIT)	<u>\$ (200,000)</u>	299	246
ACCUMULATED SURPLUS			
BEGINNING OF THE YEAR		772,893	772,647
ACCUMULATED SURPLUS			
END OF THE YEAR		<u>\$ 773,192</u>	<u>\$ 772,893</u>

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF CHANGE IN NET FINANCIAL ASSETS

	<u>2021 BUDGET</u> (NOTE 12)	<u>YEAR ENDED MARCH 31,</u>	
		<u>2021</u>	<u>2020</u>
ANNUAL OPERATING SURPLUS	\$ -	\$ 299	\$ 246
ACQUISITION OF TANGIBLE CAPITAL ASSETS	-	(13,795)	(2,690)
AMORTIZATION OF TANGIBLE CAPITAL ASSETS	19,000	13,290	19,121
ACQUISITION OF PREPAID EXPENSES	-	(142,518)	(124,826)
USE OF PREPAID EXPENSES	<u>(19,000)</u>	<u>124,826</u>	<u>197,996</u>
INCREASE (DECREASE) IN NET FINANCIAL ASSETS	<u>\$ -</u>	<u>(17,898)</u>	<u>89,847</u>
NET FINANCIAL ASSETS BEGINNING OF THE YEAR		<u>621,431</u>	<u>531,584</u>
NET FINANCIAL ASSETS END OF THE YEAR		<u>\$ 603,533</u>	<u>\$ 621,431</u>

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

STATEMENT OF CASH FLOWS

	YEAR ENDED MARCH 31,	
	2021	2020
OPERATING TRANSACTIONS		
CASH RECEIVED FROM		
GOVERNMENT GRANTS - CORE	\$ 1,500,000	\$ 1,500,000
GOVERNMENT CONTRIBUTIONS - CONTRACTS	67,874	764,250
SUMMER CONFERENCE	-	231,444
ADMINISTRATIVE AND OPERATING	511,565	72,943
OTHER	15,660	9,075
	2,095,099	2,577,712
CASH PAID FOR		
EQUIPMENT RENTAL	3,513	22,909
EVENT FEES	59,650	53,005
HOSPITALITY	5,253	210,007
INFORMATION TECHNOLOGY AND WEBSITES	87,089	83,195
INSURANCE	4,226	4,768
LEADERSHIP AND ORGANIZATION	2,322	7,391
MARKETING	15,500	604,136
OFFICE COMMUNICATIONS	322	16,393
OFFICE SUPPLIES AND MISCELLANEOUS	41,529	15,455
PROFESSIONAL AND CONSULTING FEES	224,773	75,750
RENT AND FACILITIES	109,113	158,512
SALARIES AND BENEFITS	1,080,258	1,278,867
TELECOMMUNICATIONS	12,692	15,058
TRAVEL	4,202	130,595
	1,650,442	2,676,041
CASH APPLIED TO OPERATING TRANSACTIONS	444,657	(98,329)
CAPITAL TRANSACTIONS		
CASH USED TO ACQUIRE TANGIBLE CAPITAL ASSETS	(13,795)	(2,689)
CASH APPLIED TO CAPITAL TRANSACTIONS	(13,795)	(2,689)
INVESTING TRANSACTIONS		
GUARANTEED INVESTMENT CERTIFICATES	(511,614)	(1,263)
CASH APPLIED TO INVESTING TRANSACTIONS	(511,614)	(1,263)
DECREASE IN CASH AND CASH EQUIVALENTS	(80,752)	(102,281)
CASH AND CASH EQUIVALENTS BEGINNING OF THE YEAR	183,657	285,938
CASH AND CASH EQUIVALENTS END OF THE YEAR	\$ 102,905	\$ 183,657

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

1. PURPOSE AND OPERATIONS OF THE COUNCIL

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. 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 and marketing British Columbia in the international markets.

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

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

2. GOING CONCERN CONSIDERATIONS

The outbreak of the Covid-19 pandemic and the measures adopted by governments in countries worldwide to mitigate the pandemic's spread have impacted the Council's operations. While the Council has been able to transition to a more virtual concept and work environment, the continuation of the pandemic and the various restrictions put in place by various governments has affected the Council's operations and results for the year and is expected to continue to do so for the next two to three fiscal years.

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, 2021, the Council had net financial assets of \$603,533 (2020 - \$621,431).

The Council has the Ministry's grant commitment of \$1,500,000 to fund its fiscal 2022 operations, and received funding of \$1,500,000 to fund its fiscal 2021 operations.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

a. Basis for Presentation

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 may 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

- 10 -

STEELE & CO.
CHARTERED PROFESSIONAL ACCOUNTANTS

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

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 then 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.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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.

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, 2021 and 2020.

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. 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 selling that asset, 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.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

i. Financial Instruments (Continued)

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.

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.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

4. CASH AND CASH EQUIVALENTS

	Year Ended March 31, 2021	2020
Cash and demand deposits	\$ 102,905	\$ 183,657

Cash and GIC's include \$225,000 (2020 - \$12,500) which is restricted and may be used only for specified purposes.

5. GUARANTEED INVESTMENT CERTIFICATES

	Year Ended March 31, 2021	2020
GIC's bear interest at a rate of 1.20% and have maturity dates to May 7, 2021.	\$ 1,371,678	\$ 860,064

GIC's and cash include \$225,000 (2020 - \$12,500) which is restricted and may be used only for specified purposes.

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.

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 9.75% of the eligible employee's salary.

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 \$88,884 (2020 - \$79,101) for employer contributions to the plan for fiscal 2021. 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, 2018, indicated a \$2,866,444 funding surplus for basic pension benefits.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

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

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. Subsequent to the year end, the Council negotiated a new contract, eliminating the administrative leave requirement and paid the balance owing to the Executive Director.

Payroll liabilities include a provision for accrued administrative leave of \$196,489 (2020 - \$209,635) as at March 31, 2021.

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.

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>
2022	\$ 110,962	\$ 3,513	\$ 114,475
2023	110,962	1,756	112,718
2024	27,740	-	27,740
	<u>\$ 249,664</u>	<u>\$ 5,269</u>	<u>\$ 254,933</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>Year Ended March 31,</u>	
	<u>2021</u>	<u>2020</u>
Deferred revenue beginning of the year	\$ 523,975	\$ 212,150
Net increase (decrease) in deferred revenue	<u>(254,626)</u>	<u>311,825</u>
Deferred revenue end of the year	<u>\$ 269,349</u>	<u>\$ 523,975</u>

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

9. TANGIBLE CAPITAL ASSETS

	Website	Office Furniture and Equipment	Computer Equipment and Software	Leasehold Improvements	Total
<u>March 31, 2021</u>					
Cost					
Opening balance	\$ 91,511	\$ 80,559	\$ 140,760	\$ 62,518	\$ 375,348
Additions	-	1,981	5,572	6,242	13,795
Closing balance	91,511	82,540	146,332	68,760	389,143
Accumulated amortization					
Opening balance	88,310	71,045	126,839	62,518	348,712
Amortization	960	2,101	9,189	1,040	13,290
Closing balance	89,270	73,146	136,028	63,558	362,002
Net book value	\$ 2,241	\$ 9,394	\$ 10,304	\$ 5,202	\$ 27,141
<u>March 31, 2020</u>					
Cost					
Opening balance	\$ 91,511	\$ 80,559	\$ 138,070	\$ 62,518	\$ 372,658
Additions	-	-	2,690	-	2,690
Closing balance	91,511	80,559	140,760	62,518	375,348
Accumulated amortization					
Opening balance	86,938	68,666	111,469	62,518	329,591
Amortization	1,372	2,379	15,370	-	19,121
Closing balance	88,310	71,045	126,839	62,518	348,712
Net book value	\$ 3,201	\$ 9,514	\$ 13,921	\$ -	\$ 26,636

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

10. RELATED PARTY TRANSACTIONS

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

	2021	2020
Government Grants - Core	\$ 1,500,000	\$ 1,500,000
Government Contributions - Contracts	342,500	764,250
	\$ 1,842,500	\$ 2,264,250

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 \$1,261,480 includes eight employees with salaries totalling \$632,459.

11. EXPENSES BY OBJECT

The following is a summary of expenses by object:

	Year Ended March 31,	
	2021	2020
Amortization	\$ 13,290	\$ 19,121
Bank charges and foreign exchange	831	791
Equipment rental	3,513	22,909
Event fees	57,889	115,536
Events and conferences	5,520	207,618
Information technology and websites	88,954	78,834
Insurance	4,226	4,768
Leadership and organization	2,321	7,391
Marketing	15,500	616,636
Office communications	322	16,378
Office supplies and miscellaneous	42,326	14,244
Professional and consulting fees	243,829	71,270
Rent and facilities	110,809	177,742
Salaries and benefits	1,261,480	1,251,889
Telecommunications	14,106	14,805
Travel	4,195	131,404
	\$ 1,869,111	\$ 2,751,336

12. BUDGETED FIGURES

The fiscal 2021 budget is reflected in the statement of Operations and the statement of Change in Net Assets. Budget data presented in these financial statements is based upon the fiscal 2021 budget approval by the Board on January 27, 2020. Subsequent to the approval of the budget, the Council received an additional one time grant from the Ministry of Advanced Education of \$500,000 for specific programs which was not included in the original budget.

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

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, 2021.

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, 2021, there was \$20,000 in overdue accounts 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.

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.

- 18 -

STEELE & CO.
CHARTERED PROFESSIONAL ACCOUNTANTS

THE BRITISH COLUMBIA COUNCIL FOR INTERNATIONAL EDUCATION

NOTES TO THE FINANCIAL STATEMENTS

MARCH 31, 2021

13. FINANCIAL RISK MANAGEMENT (CONTINUED)

Risks and Concentrations (Continued)

c. Market Risk (Continued)

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.