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THE CANADIAN INSTITUTE *of*  
**CHARTERED**  
**BUSINESS**  
**VALUATORS™**  
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# 2013 Annual Report

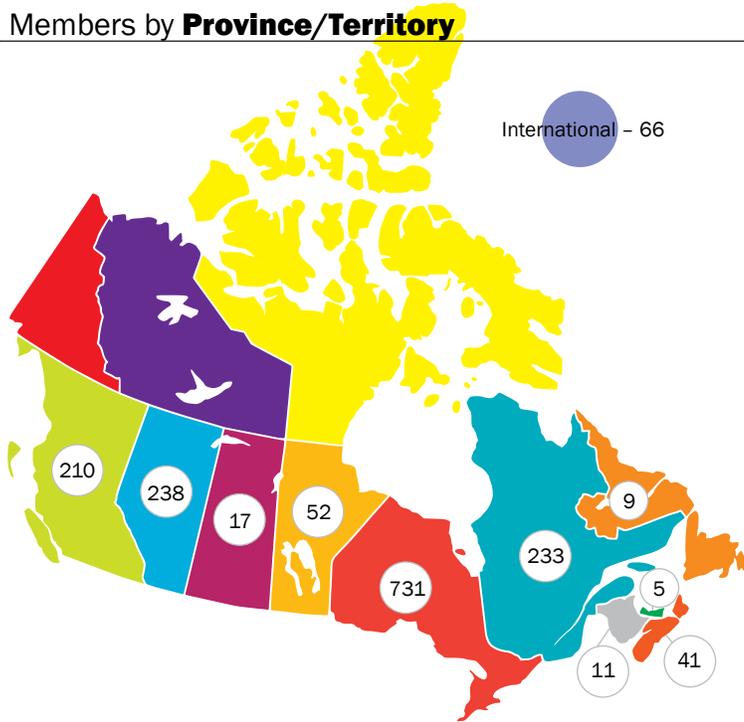
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**Be Certain™**

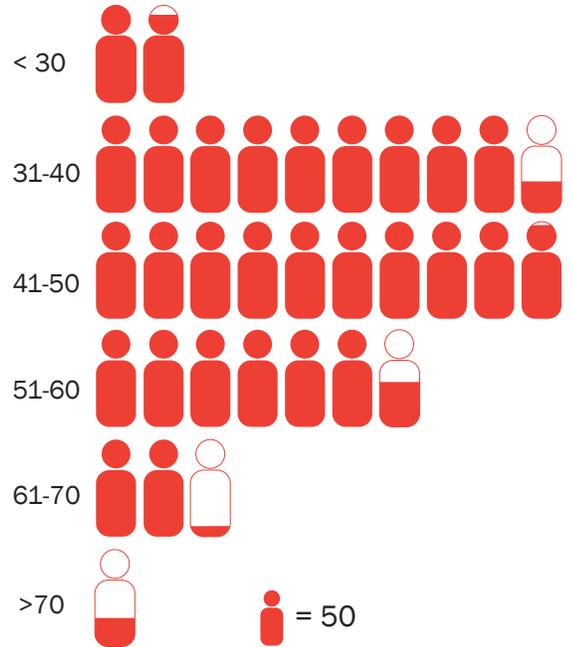
# Member Demographics

(to May 1, 2014)

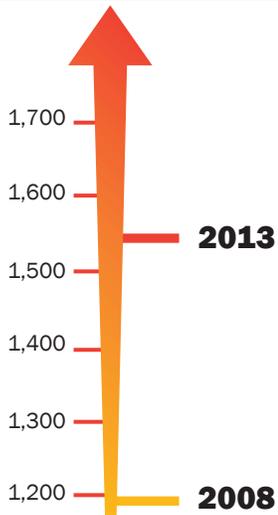
## Members by Province/Territory



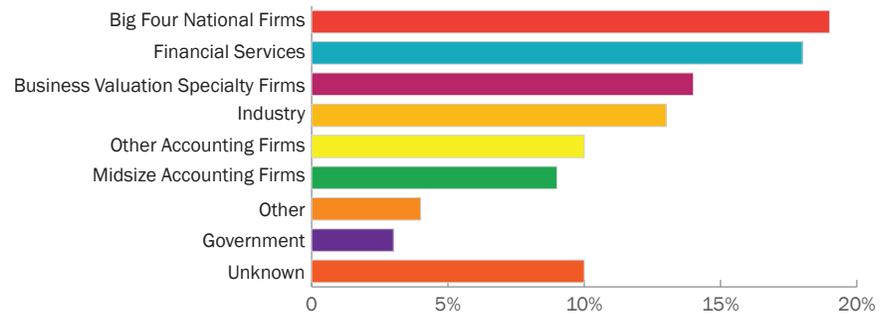
## Members by Age



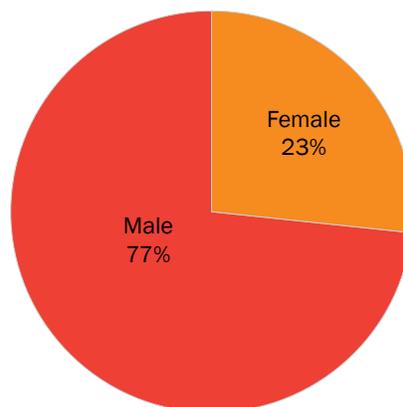
## Change in Membership



## Members by Sector



## Members by Gender



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## Our Mission

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To have the CBV recognized as the pre-eminent designation for business valuation and related financial expertise.

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## Our Vision

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To lead and promote the business valuation profession

# Letter from the Chair

## Denys Goulet, CBV



It is an honor and a privilege for me as Chair of the Board of Directors to present the Annual Report of the Canadian Institute of Chartered Business Valuators (CICBV) for the year 2013.

Recognized worldwide for the quality of its education program and its professional standards, the CICBV is the leading association of professionals specialized in business valuation and related financial expertise in Canada.

As at December 31, 2013, the CICBV counts 61 new Members bringing our total membership to 1,544. Over the last five years, our membership grew from 1,334 to an impressive 1,544, a compounded annual growth rate of just over 3%.

In 2013, there were 687 Registered Students actively taking courses in the Program of Studies, writing a total of 1,094 exams. 37 Registered Students recently challenged the Membership Qualifying Exam with success, becoming Members.

The past year has brought about many new ventures at the Institute, as well as the successful completion of a number of long-term initiatives. As a not-for-profit organization, the CICBV counts on volunteers to pursue these initiatives and achieve the goals and objectives set by the Board. The many goals reached in 2013 were made possible by the dedication of the committees, who work together towards goals in nine separate areas. The following pages present the important developments of each committee in their particular area. But I would like to take a moment now to highlight some key achievements made by the committees in 2013 through their outstanding cooperation, insight and creativity:

*The completion and launch of the comprehensive re-write of the Program of Studies, a two-year project to make our program the best in the field.* The program, completed on time and under-budget, went live last Fall-Winter semester. Also new was the *SecureExam* feature, which allows students to write their course exams on their personal computers. The Education Committee is now working on the preparation of the next MQE.

*The redirected communications strategy and the narrowing of our target audience.* In 2013, we refined our communication goals, moving from C-Suite and other top senior executives to gatekeepers/influencers, with a focus on decision makers in M & A activities, lawyers (transaction and litigation) and CFOs. To meet this goal, new committees were created to link more directly with target audiences including the Law Society/Provincial Bar, CPA Canada/Provincial Institutes and CRA.

*As well, we created a Publications and a Liaison Committee.* These new committees will connect with our target audience and open channels of distribution for the content they will create (articles and white papers) for our media relations activities.

The launch of a collaboration with the CFA Institute. Through this venture, CICBV and CFA will be reciprocally marketing events thought to be of interest to one another's members through the weekly e-flash and other communications mediums.

*The continued evolution of up-to-date standards for professional practice in the industry.* Our Professional Practice and Standards Committee has done a great job to have our standards evolve with the market and to influence the crafting of the international valuation standards promulgated by the International Valuation Standards Council (IVSC). In the coming year, we will actively follow the implication of a recent Court decision in Ontario potentially impacting our professional standards and the way we practice in the litigation space.

*On the international stage, we have been one of the main contributors to The International Valuation Standards Council (IVSC).* The International Committee kept us all very busy as some of the most important valuation organizations and standard setters in the world work towards creating a global set of standards while providing education to valuation practitioners about its application. On several occasions the Chair of IVSC referenced the CICBV as the preeminent business valuation organization in the world. The CICBV is presently working with IVSC to have our Standards be recognized as compliant with the IVS,

## Letter from the Chair *(continued)*

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reinforcing our leadership position in the world. As we closely monitor the trend on the international scene, we see more than ever an appetite for a global designation.

In 2013, we held the regional conferences for the last time. Given the size of our membership, and the level of effort required to organize two separate events, the Board decided a few years ago that we would hold a national conference every year with more focused and specialized topics. This year's conference will be jointly held with our partners of the American Society of Appraisers (ASA) in Toronto. Please mark your agendas for October 27 to 29. We count on your presence to ensure the success of our national conferences.

Financially, the CICBV is in a very good position. As we achieved the re-writing and launch of our Program of Studies on time and under budget, we realized an excess of revenue over expenditures from operations for the second year in a row. This enabled us to move one step closer to our goal of having enough net savings to cover one year of administration and office costs.

In the coming year, the CICBV will work toward its ambitious objective of becoming fully bilingual. We are excited to announce that the process towards achieving this goal is already well underway.

Our first steps involved budgeting to create our website in both official languages. We also ran a campaign to seek the financial support of public and private organizations to translate all the existing courses of our Program of Studies. As such, a significant portion of the effort will be sponsored by these generous and committed partners. On behalf of all French speaking CBVs, current and future students, I want to express my personal gratitude appreciation to my fellow directors for their support on this historical CICBV project.

I have had the opportunity to serve on the CICBV Board for the past eight years. During this period, and even before I was asked to join the Board, I had the pleasure of meeting many CBVs from all over the country and to work with many talented volunteers and dedicated staff who are very committed to ensuring the Institute's continued success.

Over the year 2013, the Board of Directors met on five occasions. I would like the opportunity to thank each of my fellow directors for their commitment, dedication and passion to make the CICBV a world-class organization.

Many CBVs also serve on committees and task forces, and participate in organizing workshops and conference presentations, while others contribute to our education

programs as course leaders, academic coordinators, authors, developers and markers of the MQE. As an indication of the effort of our volunteers, including various committees and task forces, there were more than 50 meetings held over the last year. We are extremely fortunate to have so many Members and organizations that are willing to contribute their time, talent, expertise and staff for the benefit of our Institute. To all these Members, their employers and partners, I express my sincere thanks and gratitude.

The Institute is also fortunate to have the support of eight very dedicated staff at our office in Toronto. Two of them are CBVs. Without the support of our staff, the Board and the various committees could not have achieved their mandate. On behalf of the Board of Directors, I express our sincere appreciation for their loyalty, dedication and commitment.

Next June, at the Annual General Meeting, will be my last official meeting as the Chair of the Board of the CICBV. I challenge my successors and the future leaders of this great profession to work together for the CICBV to maintain its leadership position in this great country that is Canada.

Thanks for the opportunity!

Best regards,



Denys Goulet, CBV  
Chair, CICBV Board of Directors

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# Officers, Directors and Staff

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## Officers

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**Chair:** Denys Goulet, CBV, Québec, QC

**Vice-chair:** Robert Doran, CBV, Calgary, AB

**Secretary/Treasurer:** Pierre Maillé, CBV, Montréal, QC

**Past Chair:** Brian Keough, CBV, Halifax, NS

## Directors

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Bill Armitage, CBV, Toronto, ON

Paula Frederick, CBV, Toronto, ON

Paul Gill, CBV, Toronto, ON

Richard Ginsberg, CBV, Toronto, ON

Keith Jensen, CBV, Vancouver, BC

Mark Keuleman, CBV, Burlington, ON

Luc Lafontaine, CBV, Montreal, QC

Scott Lawritsen, CBV, Calgary, AB

Michelle Levac, CBV, Ottawa, ON

Sue Loomer, CBV, Toronto, ON

Gordon McFarlane, CBV, Calgary, AB

## CICBV Staff

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Allister Byrne, FCPA, FCA	President & CEO
Robert Boulton, CBV	Director, Education and Standards
Megan Kennedy	Communications Manager
Lauren Kirshner	External Relations Coordinator
Isabel Natale	Program Coordinator
Deborah Pelle	Events Manager/Executive Assistant
Judith Roth	IT & Member Services Manager
Leah Harwood	Administrative Assistant

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# Committee Reports

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The following committee reports provide an update on Institute activities over the past year. The reports focus on specific committee initiatives and how those initiatives relate to the strategic objectives identified by the Board.

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# Accreditation Committee

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Chair: Luc Lafontaine, CBV



In 2013, 139 individuals wrote the Membership Qualification Examination (MQE), of whom 98 were successful, bringing the total membership of the Institute to over 1,500. Special recognition goes to Alexander Wong, Vancouver, B.C., who achieved the highest mark on the MQE; Ian Wells, Delta, B.C., who got the second highest mark; and Siddhi Sheth, Mississauga, ON, who earned the third highest mark.

Now that the MQE can be written before the business valuation experience required for membership has been attained, we have the opportunity to admit new Members four times per year. This change was recommended by the Accreditation Committee and approved by the Board in 2012, and we believe it has provided more flexibility to the accreditation process.

Preparations are well underway for the 2014 MQE, which will be held in September.

We would like to take this opportunity to thank the members of the Accreditation Committee, Institute staff, and the MQE question authors, test writers, and markers. Their efforts over the past year have been essential to the Institute having a strong and efficient accreditation process and we thank them for their commitment.

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# Awards Committee

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The CICBV continues to recognize the outstanding contributions Members have made to raise the visibility and profile of the Institute, our Members, and the business valuation profession. The 2013 Member Recognition dinner was held on Wednesday, September 18, 2013 in Whistler, BC.

The **Scholastic Achievement Award**, sponsored by Ernst & Young LLP, in honour of Ronald W. Scott, is granted annually to recognize the CICBV Registered Student who achieves the highest average mark on all required courses in the CICBV Program of Professional Studies. The 2013 award was presented to Jean-Philippe Poissant.

The **Top CBV Under 40 Award** is presented to a younger CBV who has demonstrated success in a broad diversity of interests, brought distinction to the profession and given outstanding service. Their successes will be a combination of professional and personal life endeavours. The 2013 award was presented to Prem Lobo, CBV.

The **Communicator Award** recognizes a Member who undertakes marketing activities and actions that have a beneficial impact on the promotion of the business valuation profession. The 2013 award was presented to Anish Chopra, CBV.

The Institute would like to thank the Awards Committee for their efforts in the selection process and congratulate all of the award recipients for their well-deserved honour.

# Communications Committee

Chair: Sue Loomer, CBV



The Communications Committee has had a busy and exciting year. Over the last year, we have completed our 2013 marketing program and have embarked on some new initiatives starting in 2014.

We have had great success in the media: 2013 saw us gain the most media coverage since our branding re-launch in 2010. This success in large part has been from our:

1. Print and online advertising in national newspapers and select trade magazines; and
2. Media relations, including press releases and appearances.

## Advertising

We have continued our print and online advertising in The Globe and Mail because of its high circulation and national audience. Starting in 2014, we will expand our advertising campaigns into select other journals, like Canadian Lawyer and Private Capital magazine.

Coincident with these campaigns, we have seen significant increases in web traffic and video views.

## Media Relations

In 2013, the Institute experienced the most media attention since rebranding in 2010 and we are hopeful that 2014 will continue this positive trend.

One highlight of our 2013 media campaign was the creation of a “Succession Planning” video. We leveraged this video into a series of articles and appearances, including:

- September 2013 — Sue Loomer appeared on the show “Money Talk” on BNN.
- November 2013 — The CICBV issued a press release “Ten Tips to Prepare a Business for Sale,” which was posted on Canada Newswire and featured in an E-blast sent to 218 media outlets in the news, business, and select trade areas. MSN requested that we post our video on its website.

- November 2013 — An article was published in *Canadian Business Journal*: “Succession Planning: It’s Not a One-Time Event.” The article was about the importance of succession planning for entrepreneurs.
- January 2014 — Two articles entitled “Finding Value in Valuation,” and “A Tough Sell,” featuring CBVs and Registered Students, were published in *Succession Planning* magazine.
- May 2014 — An article in The *Quebec Bar Association Journal*: “Experts en évaluation d’entreprises : Travailler de pair avec les avocats” featuring Chair Denys Goulet on the expertise of CBVs and how they can help lawyers.
- May 2014 — An article in *WiFiHiFi* magazine entitled “Secrets of Successful Succession.”

## Social Media

In 2013, we continued to broaden our footprint on social media outlets. We created a LinkedIn company page for external audiences, and encouraged Members to connect with the page to share information and reach their networks. We successfully placed several posts on our LinkedIn page, both in the group and company pages. Our future planned branding and communications efforts will continue to promote thought leadership among the profession and the business community.

## University Visits Program

2013 saw our University Visits Program continue to successfully reach students and raise the profile of the Institute on university campuses across the country. During the 2013–2014 academic year, we hosted numerous CBV information sessions on university campuses, hosted by Members, and partnered with many accounting societies to promote the designation to accounting and finance students. In 2014, we held the 6th Annual University of Toronto—CBV Case Competition, which boasted the largest student participant turnout yet. 2014 is expected to bring continued success in our University Visits Program.

## Communications Committee Report *(continued)*

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### Looking Ahead

Looking ahead to the future, the Communications Committee will be guided by the following strategic objectives identified by the Board of Directors during the strategic planning meeting in June 2013:

1. Focus on key target audiences
2. Increase the profile and demand for CBV services and expertise
3. Attract new members and raise the profile of the CBV profession on university campuses

Our target audience in 2014 includes influencers and other key advisors to business owners and executives. These influencers are a good source of referrals for our Members.

The Communications Committee will be working actively with our Publications Committee to initiate and publish thought leadership initiatives and seek ways to increase the profile of our profession.

As an Institute, we continue to promote ongoing communication with Members to encourage an informed and engaged community of CBVs. Our weekly E-flashes and quarterly newsletter, *The Business Valuator*, inform Members about continuing education, workshops, conferences, career opportunities and other Institute activities.

I would like to take this opportunity to thank the members of this year's committee and the CICBV staff. Their contributions have been invaluable in achieving the committee's goals over the last year.

# Continuing Education Committee

Chair: Paula Frederick, CBV



## 2013 Regional Conferences

The 2013 Eastern Regional Conference was held on June 20 and 21 in Ottawa, Ontario, a city rich in history and tradition. In keeping with this backdrop, the conference explored the CICBV's own history and traditions. Hot-button topics of relevance to CBVs in their current practice were also discussed and speakers provided insights into where our profession was headed and growth opportunities in the future. The guiding questions of the conference were "Where have we come from? What are we doing? Where are we going?"

An impressive group of speakers was assembled for the conference. The agenda kicked off with an insightful keynote speech by Ms. Melanie Aitken, the former Competition Commissioner of Canada and currently Co-Chair of Competition, Antitrust & Foreign Investment at Bennett Jones LLP's Washington DC office. Other conference topics included: market comparables; resolving differences in damages claimed; the value proposition in renewable power; subjectivity in determining WACC; practical issues in purchase price allocations; tax issues in valuation; social media; how fraud impacts business valuations; and business transition and demographics topics.

The 2013 Western Regional Conference was held on September 19 and 20 in beautiful Whistler, BC, widely regarded as one of the top four-season resorts in North America. The charm of the alpine village proved to be an inspiring setting for our conference, which was filled with diverse insights from a variety of experts in the field. Our agenda started with an informative keynote session on creating shareholder value from Larry Pollock formerly of Canadian Western Bank. Other topics included: valuation of technology; the importance of communication; succession planning; inside the M&A process; tax planning/structuring in the M&A process; market comparables; guideline income for shareholders of private companies; angel investors and enterprise valuations; leading performance; being an effective expert witness; and subjectivity in determining WACC.

The feedback from both of our regional conferences was positive. The attendees enjoyed the networking

opportunities and technical content provided by the speakers, as well as the conference locations.

2013 marked the last year that the CICBV will offer regional conferences. In the future, there will be only national conferences on an annual basis, with a joint conference with the American Society of Appraisers (ASA) occurring every four years. All efforts will be focused on planning one national conference as opposed to two regional conferences. National conferences provide the opportunity to have concurrent breakout sessions that the delegates can choose from. As a result, these sessions can be more focused and specialized and do not have to appeal to all conference delegates. Lastly, annual national conferences will allow our members and students from across the country to network with each other more often.

## Upcoming Joint ASA-CICBV Conference

World-class only begins to describe the lineup of conference speakers to be featured at the 2014 ASA-CICBV Joint Business Valuation Conference, which will be held at the Westin Harbour Castle in Toronto from Oct 27-29, 2014. The conference planning committee has assembled an impressive roster of internationally acclaimed experts in the business valuation profession, including: Justice Donald Bowman; Aswath Damodaran, Ph.D.; John K. Paglia, Ph.D.; Steven M. Davidoff, J.D.; Pablo Lopez Fernandez, Ph.D. and Partha S. Mohanram, Ph.D.

This conference will combine outstanding education and networking opportunities with a visit to the amazing city of Toronto. Registration is now open and space is limited, so register soon. We look forward to seeing you there.

## Webinars

One of our goals over the past year was to offer more homegrown CICBV webinars and we are pleased to report achievement of that goal. This year we offered a variety of webinars on topics including: the quantification of damages in personal injury cases; valuing franchises; tax issues and strategies relevant to matrimonial litigation; valuation of debt and derivatives; valuation of infrastructure assets; succession planning; the fundamentals of real estate

## Continuing Education Committee Report (continued)

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valuation; international valuation standards; and employment law issues. We continued to offer BVR webinars to our members to supplement the CICBV webinars and provide continuing education on more specialized valuation topics.

In the coming year, we plan to continue offering a variety of CICBV and BVR webinars. We always appreciate feedback from our members and students with respect to the webinars offered and topics that would be of interest. Please contact Deborah Pelle at [pelled@cicbv.ca](mailto:pelled@cicbv.ca) with any feedback or topic ideas you may have.

### Workshops and Seminars

We are pleased to report that the CICBV now has active workshop committees in most of the major cities or regions across Canada. This is an important milestone as the workshops allow CBVs and students to network and learn from others in their geographic area, which creates a collegial environment and strengthens the CBV profession.

Vancouver and Toronto continue to have active workshop participation with a number of workshops being offered throughout the year. The workshop committees in Calgary, Quebec, Montreal, Ottawa and Atlantic Canada have been revitalized and all offered at least one or two workshops throughout the year, with plans to offer more in the coming year.

We offered a one-day Business Development Bootcamp seminar in Toronto in April 2014, taught by Lisa Van Massow of Sandlar Training. This seminar was very well received by the attendees.

### Collaboration with CFA Society Toronto

Starting in 2013, the CICBV and CFA Society Toronto now reciprocally promote one another's continuing education events. This collaboration aims to provide CICBV and CFA Toronto members with access to an expanded array of relevant continuing education offerings. In addition, CFA Society Toronto's quarterly publication "The Analyst" is now available to CICBV members and students through the CICBV website.

In the future, we hope to develop relationships with other CFA societies across Canada and to offer joint CICBV-CFA events in cities across the country.

### Concluding Remarks

Providing Members and Registered Students of the CICBV with interesting, relevant and informative continuing education offerings is not an easy task and requires the efforts of many people. We would like to thank the staff at the CICBV and the numerous volunteers that have donated their time in planning, organizing and/or presenting at conferences, webinars, workshops and other events this past year. Continuing education is essential to our profession and we encourage all of our members and students to get involved either through participation in or helping organize one of our continuing education events.

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# Education Committee

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Chair: Pierre Maillé, CBV



The Education Committee supervises the development and delivery of the Program of Studies. The program provides Registered Students with business valuation knowledge necessary for practice in the financial services sector. In 2013, our landmark project of rewriting six of the seven courses in the Program was completed, and the new courses were launched in the 2013 Fall/Winter semester. Changes included:

- Adding a new mandatory course on the application of business valuation theories and concepts; economic loss quantification; family law; expropriation; fairness opinions; limited critique reports and expert reports.
- Including valuation for financial reporting content in the mandatory courses.
- Exempting graduates of the CFA program as well as CFA charterholders from the elective course requirements.

In March 2014, we implemented the use of Securexam software to allow Registered Students to write the Level I – Introduction to Business Valuation course examination using their personal computers. Starting in fall 2014, Securexam will be used for all course examinations. Plans are also in place to make the software available for the MQE in 2015.

I would like to thank the members of the Education Committee, Institute staff, our academic advisor, the course leaders, as well as authors, reviewers, and editors involved in the course re-write project. This project was the largest educational undertaking in the history of the Institute and was finished on time, and under budget. I thank everyone involved for their dedication to seeing this project to its successful completion.

# International Committee

Chair: Brian E. Keough, CBV



In this, my third and final year as Chair of the CICBV's International Committee, I want to share two important observations.

**1. The pace continues to accelerate with respect to the internationalization of standards for BV practitioners.**

Some may think that across the globe, the CICBV has many similar peers. But that's not the reality. Compared to Canada and the United States, the international business valuation community is fragmented and not nearly as organized. The CICBV is very highly regarded for its standards, education and accreditation program, and for continuing education. Other nations look to emulate the CICBV but that will take some time.

That's not to say that world class business valuation assignments are not executed anywhere other than Canada and the USA. Many firms in the G8 nations do work highly comparable to what is prescribed by CICBV — it's just that the requirements for competency, report disclosure and the like that the CICBV developed and institutionalized over the past 40+ years are not formalized in these countries to the same extent.

It is in this environment that the International Valuation Standards Council is doing the important heavy lifting. IVSC's goal is to have a common set of valuation standards across the globe within five years and it continues to work hard to achieve it. In 2013/2014, IVSC attracted new sponsors and beefed up its resources to further tackle the challenge.

The framework for a global valuation profession — regulation/enforcement; organizational infrastructure for Valuation Professional Organizations (VPOs); access to information/transparency; education/training (university, post graduate designation, continuing professional development); standards and guidance — are all on the drawing board for IVSC.

In 2014, expect to see an intensified push for recognition of International Valuation Standards (IVS) as the global standard by regulators in the G20 nations and the Asia Pacific Economic Cooperation group, harmonization of CICBV standards with IVS, the development of "professional standards" by IVSC (these include areas of valuator's competence, code of ethical principles, education standards, etc. which pertain to the individual valuator and by reference to the VPOs that educate, accredit and regulate them) and a gathering momentum towards a global valuation credential amongst the world's major VPOs.

Thankfully, the CICBV saw all this coming and wherever possible has positioned our members to influence the outcomes. Many think the world should just do what we're doing at CICBV. Life should be so simple. In a global environment, there are many influences and though we are respected, others are too. To achieve one global standard to which all nations will adhere will require flexibility, ingenuity, compromise, diplomacy and goodwill.

A highly respected global valuation profession is the ultimate goal of the IVSC. We can't control how the world gets there. But the CICBV recognizes that it is in our members' best interests that we continue to fully participate and influence as much as possible, so that the eventual outcome mirrors the high caliber of professionalism that we have come to expect from ourselves.

**2. The International Institute of Business Valuers (IIBV) is starting to come into its own.**

CICBV co-founded the IIBV with our U.S. cousins, the American Society of Appraisers (ASA) in 2009. We pooled our education programs and created an international version premised on IFRS, which IIBV has taught under license with the ASA and CICBV for four years. The number of international students is growing — BV courses are being taught in the United Kingdom, Russia, Hungary and Australia in 2013. Expansion to the Middle East is expected in 2015.

## International Committee Report (*continued*)

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We see the IIBV as the catalyst for educating the world in business valuation and as the unified voice for the BV profession. In 2013, the IIBV welcomed the China Appraisal Society into membership and expects to add Saudi Arabia in 2014 – two very positive developments.

I want to thank all the members of the International Committee and the staff at the Institute who support us – Deborah Pelle and Allister Byrne, our CEO. Thank you for your hard work to maintain and enhance the highly regarded reputation with which the IVSC and other VPOs of the world hold the CICBV. The work of the International Committee can be very challenging, and there is no shortage of requests where others want us to participate and contribute our expertise on matters of importance to the global BV community. The key is to pick matters where we can affect positive change on the world stage whilst achieving benefits for our Members.

This is my final report as International Committee Chair, as I will be stepping off the CICBV Board in June. It has been a wonderful experience and a great privilege to serve the membership in this capacity. I embraced the opportunity to be an ambassador for the CICBV on the world stage, and am a better professional and a more well-rounded person for it.

By their very nature, agreements on the international front can take considerable time to put together – we work hard but the path to solutions that we often see as self-evident, is at times frustratingly long. In closing, I am reminded of words of poetry from Robert Frost, which, in some measure, describe the ever evolving, always interesting and growing work of the International Committee: *“The woods are lovely, dark and deep/But I have promises to keep/And miles to go before I sleep/And miles to go before I sleep.”*

I want to thank the Members for their wholehearted support of the CICBV’s international initiatives during my tenure as Chair and ask that you extend that same generous support to my successor, Pierre Maille.

# Professional Practice and Standards Committee

Chair: Richard Ginsberg, CBV



The PPSC has undertaken many important projects during the last year. One of the main developments has been the creation and exposure of a new practice standard for Investment Entity Review Reports. Comments on the exposure draft have been received and are being considered in the process of finalizing the standards.

We have also established a task force to address the implications of a recent Ontario Superior Court decision (*Moore v Getahun*) on the CBV's provision of litigation support. This decision impacts the CBV in their capacity as expert witness, and relates to the practice of legal counsel reviewing drafts of expert reports. The CICBV is making an application to intervene in the appeal of the *Moore v Getahun* decision.

Other PPSC activities have included:

- Participating in meetings with the IVSC and other valuation standard setting bodies leading to the development of a draft memorandum of understanding relating to potential statements of consistency between CICBV and IVSC standards.
- Commenting on several IVSC exposure drafts and discussion papers concerning International Valuation Standards and Technical Information Papers.

I would like to thank the PPSC Committee and task force members who have worked hard over the past year. Their commitment has been significant.

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# Publications Committee

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Chair: Gord McFarlane, CBV



CBVs are thought leaders in the area of business valuation. Through the Publications Committee, our goal is to share that knowledge and raise awareness about the CICBV through writing and publishing articles about key business valuation issues. Our committee, formed in June 2013, is a first for the CICBV, yet its need is well established. Raising the Institute's profile within the business community continues to be one of the Institute's strategic goals, and the Publications Committee is dedicated to that purpose.

Working closely with the Communications Committee, and through the strength of our size — we are a large committee comprised of up to 20 committee members — we have had an excellent first year. We generated many articles and ideas, which were ultimately used by the Communications Committee in their successful media relation campaigns. In 2013, we completed the following articles:

- *10 Tips to Prepare a Business for Sale* — used as a press release as part of the fall media campaign
- *#FollowingValue* — Commentary on the Twitter IPO — was used in a proactive media campaign

We currently have a number of articles in process and plan to use them in various campaigns (online and print) throughout 2014.

We are also pleased to announce that under the guidance of our Committee, our suite of professional publications is on schedule. The next *Journal of Business Valuation* will be launched in Fall 2014. It will contain many fascinating and topical papers written by thought leaders in the business valuation field, and we expect our Members to learn from the insights provided. The *Valuation Law Review* — which continues to be an excellent source of case commentary — published three issues last year; in 2014, we expect to publish two issues. Finally, the CICBV Casebook was issued in the Fall of 2013. It is primarily made up of valuation-related taxation cases.

I would like to take this opportunity to thank the Publications Committee and the CICBV staff for their

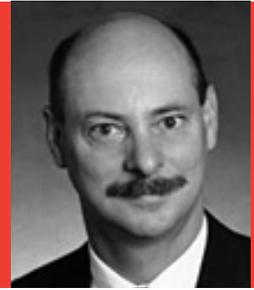
dedicated commitment to the creation of topical articles and review and consideration of the many papers that reach us. Their attention to detail allows us to continue publishing materials of the highest editorial quality, maintaining our reputation as the preeminent business valuation organization in the world.

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# Research Institute Committee

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Chair: Mark Keuleman, CBV



The Research Institute helps to fund research on key issues while promoting the business valuation profession across Canada. During 2013, the Ian R. Campbell Research Competition sent a call for papers to CBVs, students, academics and students at Canadian universities. The prize was awarded to Blair Roblin, LLB, MBA, CBV, CF for his paper “Putting the Pin in Net Working Capital: Important Value Implications for M&A Transactions.”

The Gateway Database and the BVResearch Database continues to be updated with valuable resources to assist all Members and Students in their research projects.

The Gateway Database has been designed as a practical research tool for all CBVs to better perform their day-to-day work, regardless of practice area, by identifying information sources available. Developed in response to demand from our Members, we hope Members and Students will find this tool helpful as a supplemental research source.

In partnership with BVR, the BVResearch Database gives CICBV Members and Students free, searchable, online access to a variety of articles from CICBV publications. It contains articles from publications such as the *Journal of Business Valuation* and the *Valuation Law Review*, and is a valuable research tool.

The Research Institute also sponsors the Northern Finance Association Best Paper on Business Valuation award annually. The conference occurs in September of each year and the winner receives \$1,000 prize.

# Volunteers and Contributors

We thank all of the following individuals, as well as the many other Members and Registered Students not listed here, who have donated their time to committees or various projects over the past year or have provided their expertise for the advancement of the Institute.

Chris Alexander	Sara Ford	Danielle Lis	Dan Ross
Zeeshan Ali Khan	Jonathan Gallant	Jennifer Liu	Nick Rotundo
Mary Jane Andrews	Alana Geller	Sarah Lloyd	Sebastien Roy
Aaron Au	Kiu Ghanavizchian	Ian Lobo	Melanie Russell
Anita Auerbeck	Marc-Andre Girard	Prem Lobo	Jennifer Samarco
Michael Badham	Susan Glass	Alex Lourie	Derek Sanders
Bryan Bailey	Vitra Gosine	Robert Low	Genevieve Saraiva
Yoram Beck	Sharon Gray	Eddie Lucarelli	Ron Scott
Matthew Bottomley	Steven Hacker	Nick Mastroluisi	Becky Seidler
Guy Boutin	Steve Harrar	Tom McElroy	Aroon Sequeira
Jason Boyer	Patricia Harris	Don McKinnon	Rohan Sethi
Dany Brisson	Bobby Hinduja	Priti Mehta-Shah	Rajan Shah
Simone Brunton	Rishi Hinduja	Carl Merton	Lorne Siebert
Daniel Cadoret	Daniel Hinse	Renata Milczarek	Marnie Silver
Brendan Cape	Patrick Ho	Peter Miller	Tara Singh
Michael Carnegie	Marc Hoffort	Pascal Moffet	Farida Sukhia
Terie Chan	David Holmes	Ron Muller	Richard Taylor
Anish Chopra	Kevin Hutchinson	Nora Murrant	Catherine Tremblay
Pat Coady	Harold Hutton	Adam Nihmey	David Vert
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Michael Cockayne	Brent Jackson	Colin O'Leary	Marika Viens
Spencer Cotton	Aynsley Jenkins	Mitchell Ornstein	Karen Werger
Terence Crohn	Kim Jezior	Peter Ott	Paula White
Richard Davies	Adam Johnson	Rebecca Pang	Leo Wilson
Laurent Despres	Howard Johnson	Lara Pereira	Ian Wintrip
Anna DiCerbo	Christopher Jones	Dominic Pharand	Jodie Wolkoff
Paschal D'Souza	Eleanor Joy	Corey Philp	Norman Woo
Sean Duke	Jason Kinnear	Andréanne Pichette	Chris Wunder
Bart Dzarski	Peter Klein	Martin Pont	Michael Yerashotis
David Feher	Sean Koukal	Vincent Raso	
Dino Ferrari	Joseph Krahn	Steven Rayson	
Harry Figov	Jason Kwiatkowski	Fallon Reid	
Adam Foley	Luc Lafontaine	Nikki Robar	
Susie Foley	Adam Laiken	Blair Roblin	

# Statement of Management's Responsibility

Allister Byrne, FCPA, FCA



Management is responsible for the preparation and the fair presentation of the annual financial statements and all financial and other information in this Annual Report.

These financial statements have been prepared in accordance with Canadian generally accepted accounting principles appropriate in the circumstances and have been approved by the Board of Directors. Financial information contained in the Annual Report is consistent with that shown in the financial statements.

Management is responsible for the integrity and reliability of financial information, and has established systems of internal procedural and accounting controls designed to achieve this. These systems also reasonably ensure that assets are safeguarded from loss or unauthorized use.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control. The Board carries out this responsibility principally through the Audit Committee. The Audit Committee meets with the auditors without management present, to review the activities of each, as well as reviews the financial statements and reports to the Board thereafter.

Adams & Miles LLP, our independent external auditors, have been appointed by the Board of Directors on the recommendation of the Audit Committee. Their appointment was ratified at the Annual General Meeting of Members. The auditors have full and unrestricted access to the Audit Committee and management to discuss their audit and related findings. They have performed an independent audit of our financial statements and expressed an opinion without reservation. They have also prepared a report on our financial statements which is presented below. The Audit Committee annually undertakes a review of the auditors' performance and makes recommendations to the Board with respect to their reappointment for the coming year.

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

Allister Byrne, FCPA, FCA  
President & CEO

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# Financial Statements

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## THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

Financial Statements

Year ended December 31, 2013

Adams & Miles LLP  
Chartered Accountants

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**  
**Index to Financial Statements**  
**December 31, 2013**

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**ADAMS & MILES LLP**  
Chartered Accountants

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Fax 416 502.2210

200-195 County Court Blvd.  
Brampton, ON L6W 4P7  
Tel 905 459.5605  
Fax 905 459.2893

## INDEPENDENT AUDITOR'S REPORT

To the Members of  
The Canadian Institute of Chartered Business Valuators

We have audited the accompanying financial statements of The Canadian Institute of Chartered Business Valuators, which comprise the statement of financial position as at December 31, 2013, and the statements of changes in net assets, operations and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### *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 our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Institute'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 Institute'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, the financial statements present fairly, in all material respects, the financial position of The Canadian Institute of Chartered Business Valuators as at December 31, 2013, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

***Adams & Miles LLP***

Chartered Accountants  
Licensed Public Accountants

Toronto, Canada  
February 18, 2014

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Statement of Financial Position**

**December 31, 2013**

	2013	2012
<b>Assets</b>		
Current		
Cash	\$ 17,032	\$ 118,161
Accounts receivable	13,925	32,105
Prepaid expenditures	17,158	30,640
Investments (Note 3)	1,797,854	1,792,464
Note receivable (Note 4)	21,035	22,086
	1,867,004	1,995,456
Capital assets (Note 5)	71,790	84,147
Intangible assets (Note 6)	17,735	4,355
Deposits	14,213	9,500
Co-ownership interest (Note 7)	16,658	34,474
	1,987,400	2,127,932
<b>Liabilities</b>		
Current liabilities		
Accounts payable and accrued liabilities	396,275	513,750
Government remittances payable	8,819	32,161
Deferred revenue	7,712	24,465
Current portion of deferred inducement (Note 8)	4,914	4,914
	417,720	575,290
Deferred inducement (Note 8)	11,057	15,971
	428,777	591,261
<b>Net assets</b>	<b>\$ 1,558,623</b>	<b>\$ 1,536,671</b>
<b>Net assets represented by:</b>		
Unrestricted Surplus Fund	\$ 1,179,916	\$ 1,179,788
Conduct and Disciplinary Fund	289,182	268,381
Capital and Intangible Assets Fund	89,525	88,502
	<b>\$ 1,558,623</b>	<b>\$ 1,536,671</b>

Approved on behalf of the Board:

\_\_\_\_\_  
Director

\_\_\_\_\_  
Director

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**  
**Statement of Changes in Net Assets**  
**Year ended December 31, 2013**

	Unrestricted Surplus Fund	Conduct and Disciplinary Fund	Capital and Intangible Assets Fund	Total 2013
<b>Balance, beginning of year</b>	\$ 1,179,788	\$ 268,381	\$ 88,502	\$ 1,536,671
Excess of revenue over expenditures (expenditures over revenue)	44,626	20,801	(43,475)	21,952
Purchase of assets	(44,498)	-	44,498	-
<b>Balance, ending of year</b>	\$ 1,179,916	\$ 289,182	\$ 89,525	\$ 1,558,623

	Unrestricted Surplus Fund	Conduct and Disciplinary Fund	Capital and Intangible Assets Fund	Total 2012
<b>Balance, beginning of year</b>	\$ 1,043,794	\$ 241,784	\$ 160,573	\$ 1,446,151
Excess of revenue over expenditures (expenditures over revenue)	148,664	26,597	(84,741)	90,520
Purchase of assets	(12,670)	-	12,670	-
<b>Balance, ending of year</b>	\$ 1,179,788	\$ 268,381	\$ 88,502	\$ 1,536,671

THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

Statement of Operations

Year ended December 31, 2013

	Unrestricted Surplus Fund	Conduct and Disciplinary Fund	Capital and Intangible Assets Fund	Total 2013	Total 2012
<b>Revenue</b>					
Membership fees	\$ 1,145,645	\$ -	\$ -	\$ 1,145,645	\$ 1,075,904
Course and examination fees	1,102,290	-	-	1,102,290	1,078,664
Conferences	245,650	-	-	245,650	244,260
MQE fees	165,650	-	-	165,650	136,075
Continuing education	118,342	-	-	118,342	108,674
International levy	102,060	-	-	102,060	106,100
Publications	33,526	-	-	33,526	34,135
Conduct and disciplinary fees	-	29,160	-	29,160	28,294
Royalties	19,952	-	-	19,952	18,639
	2,933,115	29,160	-	2,962,275	2,830,745
<b>Expenditures</b>					
Administrative and office	1,595,195	-	-	1,595,195	1,507,250
Course and examination	646,364	-	-	646,364	686,457
Conferences	218,186	-	-	218,186	175,176
MQE expenses	135,504	-	-	135,504	123,034
International	115,166	-	-	115,166	109,949
Continuing education	100,984	-	-	100,984	92,325
Publications	59,203	-	-	59,203	17,525
Amortization	-	-	43,475	43,475	84,741
Conduct and disciplinary costs	-	8,359	-	8,359	1,697
	2,870,602	8,359	43,475	2,922,436	2,798,154
<b>Excess of revenue over expenditures (expenditures over revenue) from operations</b>	62,513	20,801	(43,475)	39,839	32,591
<b>Other</b>					
Interest income	61,537	-	-	61,537	50,733
Loss on investments (Note 9)	(82,203)	-	-	(82,203)	(1,233)
Share of Co-ownership interest (Note 7)	2,779	-	-	2,779	8,429
	(17,887)	-	-	(17,887)	57,929
<b>Excess of revenue over expenditures (expenditures over revenue)</b>	\$ 44,626	\$ 20,801	\$ (43,475)	\$ 21,952	\$ 90,520

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**  
**Statement of Cash Flows**  
**Year ended December 31, 2013**

	2013	2012
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Excess of revenue over expenditures	\$ 21,952	\$ 90,520
Amortization	43,475	84,741
Loss on investments	82,203	1,233
	147,630	176,494
Change in		
Accounts receivable	18,180	(21,237)
Prepaid expenditures	13,482	(16,656)
Deposits	(4,713)	7,689
Accounts payable and accrued liabilities	(117,475)	165,622
Government remittances payable	(23,342)	28,436
Deferred revenue	(16,753)	24,465
	17,009	364,813
<b>Financing activities</b>		
Decrease in deferred inducement	(4,914)	(4,914)
Note receivable	1,051	(8,608)
	(3,863)	(13,522)
<b>Investing activities</b>		
Co-ownership interest	17,816	(20,851)
Investments, net	(87,593)	(399,677)
Purchase of capital and intangible assets	(44,498)	(12,670)
	(114,275)	(433,198)
<b>Change in cash position</b>	(101,129)	(81,907)
<b>Cash, beginning of year</b>	118,161	200,068
<b>Cash, end of year</b>	\$ 17,032	\$ 118,161

## THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

### Notes to Financial Statements

Year ended December 31, 2013

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#### 1. Nature of operations

The Canadian Institute of Chartered Business Valuators ("Institute") was incorporated without share capital on January 6, 1971 under the Canada Corporations Act as a non share corporation. The Institute is a not-for-profit organization exempt from taxes under the Income Tax Act.

The mission of the Institute is to have the CBV recognized as the pre-eminent designation for business valuation and related financial expertise.

#### 2. Summary of significant accounting policies

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of the Institute's assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenue and expenditures during the year. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported as revenue or expenditures in the statement of operations in the year in which they become known.

##### **Fund accounting**

The accounts of the Institute are maintained in accordance with the principles of fund accounting and accordingly the resources are classified for accounting and reporting purposes into funds determined by the purpose for which those funds are held as follows:

*Unrestricted Surplus Fund* - This fund includes unrestricted revenue sources received from course and examination fees, membership fees, conference fees, continuing education fees, MQE fees, interest income, realized and unrealized loss on carrying value of investments, publications, and royalties, together with day-to-day operating expenditures.

*Conduct and Disciplinary Fund* - This internally restricted fund includes the annual conduct and disciplinary fees received net of expenditures associated with the conduct and disciplinary activities.

*Capital and Intangible Assets Fund* - This fund includes any additions or disposals of capital and intangible assets, net of amortization.

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

---

**2. Summary of significant accounting policies - cont'd**

**Investments**

Investments consist of bonds maturing at different dates, none beyond 10 years. They have been classified as current since it is not the intention of the Institute to hold these bonds to maturity.

Transactions costs and investment fees are expensed when incurred.

**Capital assets**

Capital assets are stated at cost. Amortization is recorded at the following annual rates:

Computer equipment 3 years straight-line

Leasehold improvements are amortized over the term of the lease.

In the year of addition, amortization is calculated based on the number of months owned.

**Intangible assets**

Intangible assets which consists of a website and database are recorded at cost. Amortization is recorded at the following annual rate:

Website and database 2 years straight-line

In the year of addition, amortization is calculated based on a half year.

**Co-ownership interest**

The Institute accounts for its Co-ownership interest in a rights agreement as a joint venture using the equity method.

**Deferred inducement**

The deferred inducement is being amortized into operations on a straight-line basis over the term of the lease.

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

---

**2. Summary of significant accounting policies - cont'd**

**Revenue recognition**

The Institute follows the restricted funds method of accounting for contributions. Internally restricted contributions are recognized as revenue in the Conduct and Disciplinary Fund in the year in which they are received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Unrestricted contributions are recognized as revenue in the Unrestricted Surplus Fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

**Membership:**

Membership fees including international levy and conduct and disciplinary fees are set annually by the Board of Directors and are recognized in the fiscal year to which they relate.

**Conference, course, continuing education and examination:**

Conference, course, continuing education and examination fees are recognized when the related conference, course or examination is presented or held.

**Publications:**

Publication revenue is recognized at the time of shipment, net of estimated returns.

**Royalties:**

Royalties are recognized as revenue in the fiscal year that the course notes and materials are used by third parties.

**Interest income:**

Interest income consists of interest realized from cash and investments.

**Loss on investments:**

Investments are carried at fair value. Realized gains/losses are recognized when investments are sold. The unrealized loss arises from changes in the fair value of investments currently held by the Institute.

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

---

**2. Summary of significant accounting policies - cont'd**

**Financial instruments**

The Institute initially measures its financial assets and financial liabilities at fair value.

The Institute subsequently measures its financial assets and financial liabilities at amortized cost, except for investments quoted in an active market, which are subsequently measured at fair value. Changes in fair value are recognized in the Statement of Operations.

Financial assets measured at amortized cost include accounts receivable and note receivable.

Financial liabilities measured at amortized cost include bank indebtedness and accounts payable and accrued liabilities.

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

**3. Investments**

Description of Investments	Effective Interest Rate	Maturity Date	2013 Fair Value	2012 Fair Value
Bank of Nova Scotia	2.65%	Jan 2016	\$ -	\$ 170,970
Bank of Montreal	3.10%	Apr 2016	202,501	-
Bank of Montreal	2.75%	Sep 2017	169,297	221,028
CIBC	2.33%	Jun 2018	237,894	-
TD	3.83%	July 2018	392,630	-
Ouebec	2.75%	Dec 2018	-	274,701
Nova Scotia	3.08%	Dec 2020	108,785	108,284
Quebec	3.19%	Dec 2020	55,926	209,351
Quebec	2.90%	Jun 2022	436,298	442,833
Nova Scotia	3.15%	Jun 2023	194,524	197,119
RBC Investment savings	variable		-	168,178
			<b>\$ 1,797,854</b>	<b>\$ 1,792,464</b>

The cost of investments plus accrued interest as at year-end was \$1,876,556 (2012 - \$1,796,760).

*Interest rate price risk:*

The Institute manages the interest rate price risk by restricting the type of investments and varying the terms to maturity and issuers of investments. Varying the terms to maturity reduces the sensitivity of the portfolio to the impact of interest rate fluctuations.

*Credit and market risk:*

The Institute mitigates this risk and volatility through its investment policy, which permits investments in Federal or Provincial government securities, Provincial utilities or bank institutions, specifically bankers acceptances, guaranteed investment certificates, term deposit receipts, investment savings account or chartered bank fixed income securities.

## THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

### Notes to Financial Statements

Year ended December 31, 2013

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#### 4. Note receivable

The Institute has advanced funds to the International Institute of Business Valuers, an international professional organization established in conjunction with the American Society of Appraisers.

As one of the founding members, it has been determined that the Institute has significant influence over the strategic operating, investing and financing policies of the entity.

The Institute has committed to loan a total of US\$35,000 to the International Institute of Business Valuers. The loan is non-interest bearing and has no fixed terms of repayment and is unsecured.

During the year, the Institute paid membership fees to the International Institute of Business Valuers of US\$30,000 (2012 - US\$30,000).

#### 5. Capital assets

	2013		2012	
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Computer equipment	\$ 83,509	\$ 74,286	\$ 9,223	\$ 5,939
Leasehold improvements	153,799	91,232	62,567	78,208
	<u>\$ 237,308</u>	<u>\$ 165,518</u>	<u>\$ 71,790</u>	<u>\$ 84,147</u>

#### 6. Intangible assets

	2013		2012	
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Website and database	\$ 287,140	\$ 269,405	\$ 17,735	\$ 4,355

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

---

**7. Co-ownership interest**

In 2010, the Institute entered into a rights agreement expiring in December 2015 with the American Society of Appraisers to develop international courses for the International Institute of Business Valuers (see Note 4).

<b>Percentage interest in the Co-ownership</b>	<b>Ownership interest</b>
The Canadian Institute of Chartered Business Valuators	50%
The American Society of Appraisers	50%

The composition of the Co-ownership's assets, liabilities, revenue, expenditures and net income, and cash flows resulting from operating and financing activities are as follows:

**Balance sheet**

	<b>2013</b>	<b>2012</b>
Total assets	\$ 23,316	\$ 65,008
Capital	(23,316)	(65,008)

Capital represented by:

The Canadian Institute of Chartered Business Valuators	\$ (16,658)	\$ (34,474)
The American Society of Appraisers	(6,658)	(30,534)
	<b>\$ (23,316)</b>	<b>\$ (65,008)</b>

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

**7. Co-ownership interest - cont'd**

**Statement of income**

	2013	2012
Total revenue	\$ 39,250	\$ 36,755
Total expenditures	33,692	19,897
<b>Net income</b>	<b>\$ 5,558</b>	<b>\$ 16,858</b>

**Statement of cash flows**

	2013	2012
Operating activities	\$ 24,559	\$ 16,858
Financing activities	(47,250)	-
<b>Change in cash balance</b>	<b>\$ (22,691)</b>	<b>\$ 16,858</b>

The Institute has committed to contribute a total of US\$90,000 to the Co-ownership. As at December 31, 2013, total contributions made were \$56,543, which included recovery of funds in the amount of \$23,625. The American Society of Appraisers has agreed to contribute an equal amount and as at December 31, 2013, total contributions made were \$46,543, which included recovery of funds in the amount of \$23,625.

**8. Deferred inducement**

	2013	2012
Tenant inducement	\$ 15,971	\$ 20,885
Less current portion	4,914	4,914
<b>Due beyond one year</b>	<b>\$ 11,057</b>	<b>\$ 15,971</b>

The Institute entered into a 10 year lease (see Note 10) effective April 1, 2007. In consideration, the Institute received a total of \$50,000 in a tenant inducement from the landlord. The inducement has been deferred and is being amortized to operations over the term of the lease.

**THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS**

**Notes to Financial Statements**

**Year ended December 31, 2013**

---

**9. Loss on investments**

	2013	2012
Unrealized loss on carrying value of investments	\$ (78,380)	\$ (24,073)
Realized gains (losses) on investments	(3,823)	22,840
	<u>\$ (82,203)</u>	<u>\$ (1,233)</u>

**10. Commitments**

The Institute operates from leased premises under a lease expiring in 2017. The minimum lease payments are outlined below. The Institute is also responsible for maintenance and taxes, which are approximately \$51,000 per year.

2014	\$ 34,500
2015	34,500
2016	34,500
2017	34,500

During 2012, the Institute entered into an agreement with a university for academic advisory services relating to the program of studies, expiring in May 2017. The minimum advisory services payments are outlined below:

2014	\$ 18,777
2015	19,341
2016	19,921
2017	10,108

**11. Comparative amounts**

Certain comparative amounts have been reclassified to conform to the current year's financial statement presentation.

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# Contact the CICBV

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For more information or to contact

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[www.cicbv.ca](http://www.cicbv.ca)

**Allister Byrne, FCPA, FCA, President & CEO**

[byrnea@cicbv.ca](mailto:byrnea@cicbv.ca)

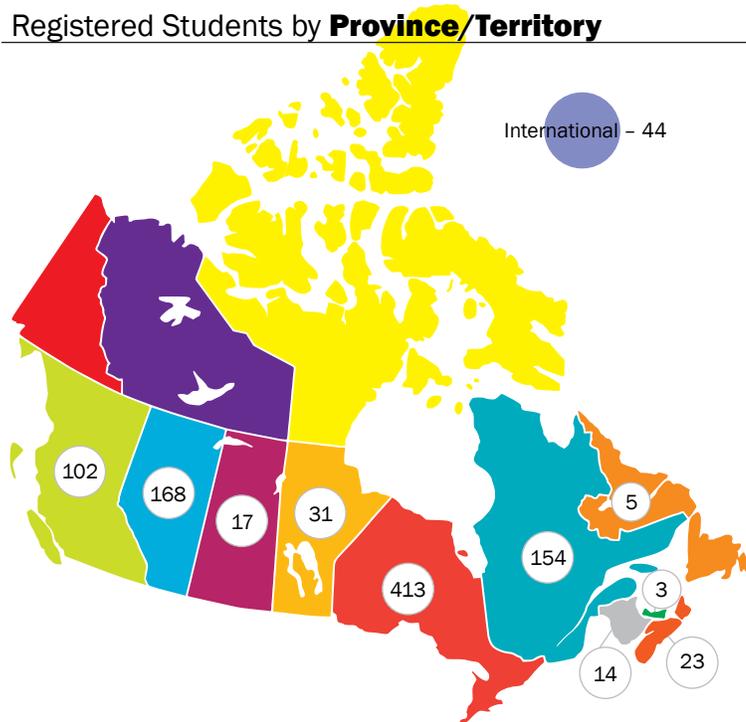
**Megan Kennedy, Communications Manager**

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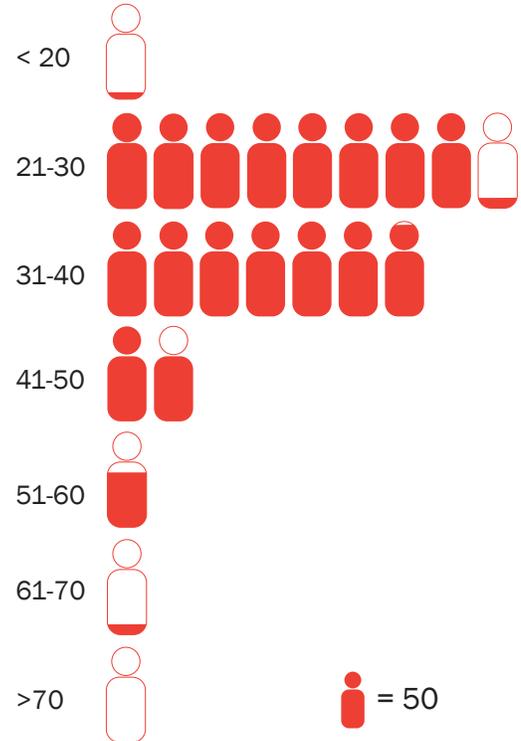
# Registered Student Demographics

(to May 1, 2014)

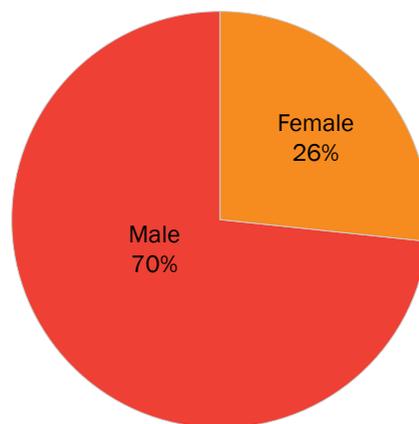
### Registered Students by Province/Territory



### Registered Students by Age



### Registered Students by Gender



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