



SASKATCHEWAN  
CO-OPERATIVE  
ASSOCIATION

**2017 - 2018 Annual Report**

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Saskatchewan Co-operative Association

1515 20th Street West, Saskatoon, SK S7M 0Z5  
P: 306.244.3702 | F: 306.244.2165 | E: sca@sask.coop | www.sask.coop



## MESSAGE FROM THE CHAIR OF THE BOARD OF DIRECTORS

I'm pleased to report that your Saskatchewan Co-operative Association (SCA) had a very good year in 2017-18. With a combination of good work by the staff and solid support from the co-operative sector, SCA was able to achieve a surplus at year end again this year. This is in large part due to the revenue generated from the Tools for a New Reality Conference held in March.

There are so many people that contribute to SCA's success. Thank you to our many volunteers, donors, and sponsors for all of your support during the year. Your involvement in SCA makes it possible for us to deliver our programs and improve each year. Thank you for all that you do.

On behalf of the board, I would like to thank SCA's staff and contractors for their excellent work this year. We have a small team at SCA and a lot of work gets done each year. Organizing a provincial conference is a big task, and has a big impact for us. Thanks to all who helped make the conference a success.

Finally, thank you to my colleagues that serve on SCA's board of directors and as member representatives. Your expertise, values, and dedication are assets to SCA and help ensure that the organization is relevant and strategic.

As we move forward into the next year and our next strategic plan, your Saskatchewan Co-operative Association is ready to work with co-operatives and credit unions across Saskatchewan to help build a strong co-operative community. I look forward to working with you to ensure a strong and thriving co-operative system in Saskatchewan.

Jim Deane  
Chair of the Board of Directors



## EXECUTIVE DIRECTOR'S MESSAGE

The Tools for a New Reality conference was a great way to end 2017-18. With 120 participants and presenters from five provinces and 47 organizations, it was a great opportunity for co-operatives and credit unions to learn from each other, get inspired, and add to their understanding of current issues and opportunities for the sector. Thanks to the organizing committee, our sponsors, and conference organizer Patrick Lapointe for your parts in developing a successful event.

Thank you to our board of directors, member representatives, volunteers, and committee members for contributing your time and expertise to SCA. Your help is instrumental in being able to run SCA programming. We rely on committees to help organize and plan most of our large events, and the insights and expertise you share is very helpful.

Our member organizations, sponsors, and donors contribute in many ways to SCA. Every dollar and hour of your time helps us develop and deliver more and better programming. Thank you. We would like to extend a special thanks to Affinity Credit Union for a seconding a staff person to us in the summer of 2017.

SCA's staff and contractors do an amazing job. Thanks for all of the time and energy you contributed to all of the projects and work this year. We were pleased to welcome our new Program Officer, Laura Hale, at the end of the year.

Heading in to the new year, in addition to our regular programming, we look forward to celebrating the 90th anniversary of the Saskatchewan Co-operative Youth Program throughout the year. I look forward to the celebrations, and new opportunities to build awareness and understanding of co-operatives throughout Saskatchewan.

Co-operatively,

Victoria



## OUR MEMBERS



Lake Lenore Auditorium  
Co-operative Association Limited



100% Farmer Owned  
100% fairDeal  
100% Organic



CHF Canada  
FHCC



Serving Community Clinics at Prince Albert, Regina, Saskatoon, Weyburn



## ABOUT SCA

Saskatchewan Co-operative Association (SCA) was incorporated as a community service co-operative in 2003. SCA provides the unique opportunity for credit unions and co-operatives of all kinds to network, collaborate, learn, advance important issues, and promote the co-op model to youth, governments, the general public, and other stakeholders.

SCA is the only provincial organization providing co-operatives with connections to hundreds of youth annually, who are trained in understanding co-operatives and the co-operative values and principles. Through the Saskatchewan Co-operative Youth Program, we build the skills of generations of co-operative and community leaders. For 89 years, we have focused on co-op youth education in Saskatchewan.

## OUR VISION, MISSION, AND VALUES

### Our Vision

Saskatchewan Co-operative Association will be the recognized leader of an innovative, growth oriented and vibrant co-operative sector in Saskatchewan

### Our Mission

To support and enable strong and thriving co-operatives in Saskatchewan

### Our Values

SCA supports the International Co-operative Alliance statement on the co-operative identity that says, "Co-operatives are based on values of self-help, self-responsibility, democracy, equality, equity and solidarity" and the "ethical values of honesty, openness, social responsibility and caring for others" and "the co-operative principles are guidelines by which co-operatives put their values into practice."

SCA values and demonstrates additional practices that include social responsibility, application of knowledge, productive action, respect, integrity, passion and enthusiasm, continuous learning, open communication, teamwork, and relationships that reflect a positive and innovative spirit of co-operation and mutual success.





## STRATEGIC GOALS

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### SUSTAINABILITY AND ACCOUNTABILITY

Ensure appropriate funding is in place and allocated to programs and services to implement the strategic goals of Saskatchewan Co-operative Association.

### COMMUNITY AWARENESS, BUSINESS, AND GOVERNMENT RELATIONS/ TELLING THE CO-OP STORY

Encourage, initiate and participate in activities that represent and advance the collective interests of the co-operative sector.

### YOUTH ENGAGEMENT AND INVOLVEMENT

Engage youth in activities and development opportunities that strengthen the co-operative sector through the Saskatchewan Co-operative Youth Program.

### CO-OPERATIVE DEVELOPMENT

Promote the co-operative model as a mechanism for community and economic development.

### MEMBER SERVICES, EDUCATION AND COMMUNICATIONS

Provide quality information services that communicate the value of co-operatives and Saskatchewan Co-operative Association.





# SUSTAINABILITY AND ACCOUNTABILITY

## SCA Board of Directors (2017-18)

- >> **Jim Deane**  
*(President) CEO, Access Communications Co-operative Limited*
- >> **Ken Kolstad**  
*(Vice-President), Vice President, Strategy and Project Portfolio Office, The Co-operators Group Limited*
- >> **Anne Doucette**  
*Director, Community Co-operative Health Federation*
- >> **Beryl Bauer**  
*Member, Lake Lenore Auditorium Co-operative Association Limited*
- >> **Corina Farbacher**  
*Senior Vice President Governance & Legal / Corporate Secretary, Concentra Bank*
- >> **Valerie Pearson**  
*Director, Federated Co-operatives Limited*
- >> **Wayne Kabatoff**  
*Director, SaskCentral*

## Voting Representatives

- >> **Andrea Oliphant**  
*Saskatchewan Member, Canadian Worker Co-operative Federation*
- >> **Chad Campbell**  
*General Manager, Farmer Direct Co-operative*
- >> **Darcy Overland**  
*Research Manager, Centre for the Study of Co-operatives*
- >> **Evan Sorestad**  
*Director, Temperance Brewing Co-operative Limited*
- >> **James Gilliard**  
*Director, Co-operative Housing Federation of Canada*

## Non-Voting Member Representatives

- >> **Collette Robertson**  
*Director, The Co-operators*
- >> **Marc Topola**  
*Director, Federated Co-operatives Limited*

The members held 3 Board meetings and 2 full membership meetings this year, as well as numerous committee meetings and discussions during the year.

## Planning and Advisory Committees

### Co-op Classic Golf Tournament

- >> **Cheryl Zalapski** – CUMIS
- >> **Don Rowell** – CUMIS
- >> **Lori Winnitowy** – The Co-operators
- >> **Marcie VanDeSype** – CUMIS
- >> **Randy Graham** – Federated Co-operatives Limited
- >> **Rosalie Payne** – Innovation Credit Union
- >> **Thomas Dehod** – Concentra Bank
- >> **Wayne Thrasher** – Co-operative Development Foundation of Canada
- >> **Wayne Kabatoff** – SaskCentral

### Co-operative Merit Awards Program

- >> **Corina Farbacher** – Concentra
- >> **Keri Schwebius** – SaskCentral
- >> **Lori Winnitowy** – The Co-operators
- >> **Sheldon Stener** – Federated Co-operatives Limited

### Tools for a New Reality Conference

- >> **Anne Doucette**, Saskatchewan Community Health Co-operative Federation
- >> **Audra Krueger**, Co-operatives First
- >> **Collette Robertson**, The Co-operators
- >> **Darcy Overland**, Centre for the Study of Co-operatives
- >> **Fred Khonje**, Affinity Credit Union
- >> **Glen Ferguson**, SaskCentral
- >> **Grant Whitmore**, Saskatoon Co-op
- >> **Troy Kolish**, The Co-operators
- >> **Tracey Mucha**, Access Communications Co-operative Limited
- >> **Veronica Wilgosh**, SaskCentral



## SCA Staff

### Core Staff

- >> **Victoria Morris**, Executive Director
- >> **Laura Hale**, Program Officer (starting March 2018)
- >> **Jamal Tekleweld**, Program Officer (to February 2018)

### Temporary and Project Staff

- >> **Jenna deBoth**, Program Assistant
- >> **Erica Poulin**, Program Assistant
- >> **Tenisha Allen**, Administrative Assistant

We would like to extend a big thank you to Affinity Credit Union. In 2017, Affinity seconded Tenisha to SCA for four months. Thanks Affinity Credit Union and Tenisha!

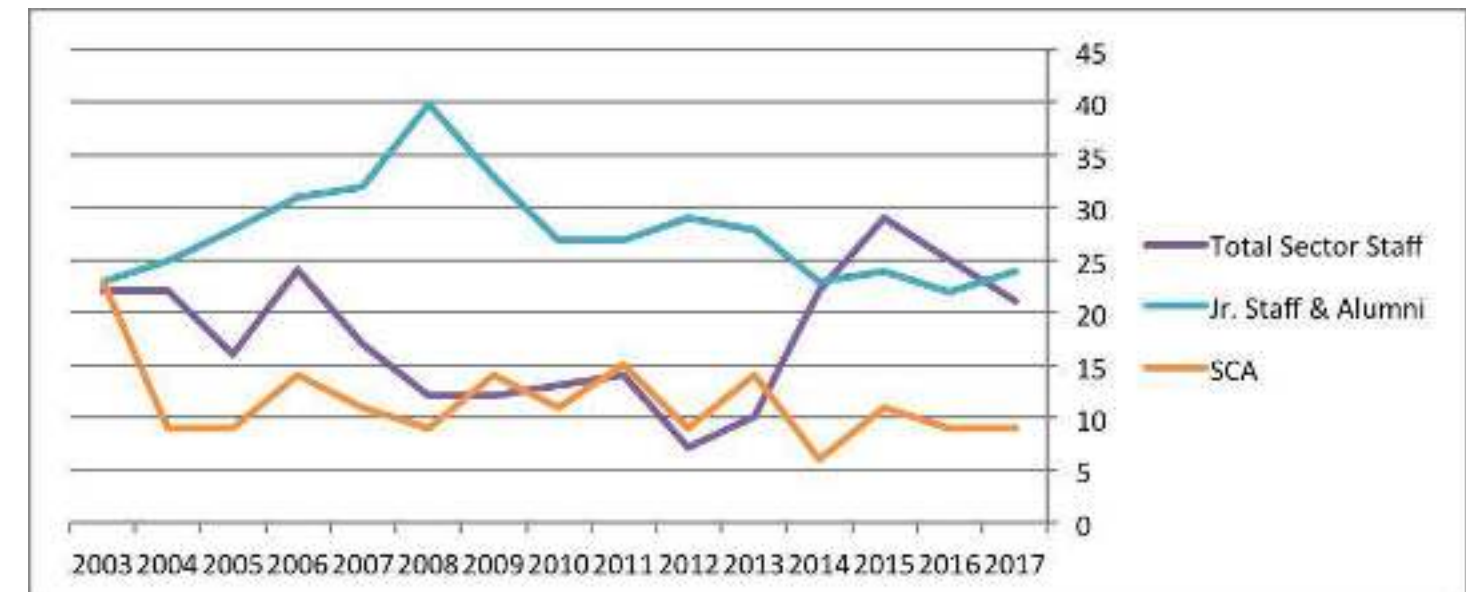
### Contractors

- >> **Mark Ventry**, Communications
- >> **Raya Zuzak**, Finance
- >> **Patrick Lapointe**, 2018 Conference Organizer

## Volunteers

We are so fortunate that so many people volunteer their time to help make SCA events and programming successful. In 2017-18, we were fortunate to have 45 volunteers for Co-op Camp, composed of 24 alumni and 21 co-operative sector staff. We are so grateful to the co-ops and credit unions that send staff to camp, as well as our many alumni who volunteer their time. Thank you to all staff for your contribution of time and energy to Co-op Camp!! We would also like to extend our gratitude to the 13 people that volunteered at the Co-op Classic Golf Tournament, the Conference Committee, and the Co-op Merit Awards Committee. Thank you to everyone for your help!

Chart 1. Number and Type of Co-op Camp Staff, 2003-2017



## Financial Stability

It was a successful year financially for SCA. We were able to achieve a surplus again this year (see Charts 4 and 6), and therefore add to our retained earnings.

The surplus was due in large part to hosting a conference in March of 2018. Registration and sponsorship revenue from the Tools for a New Reality conference were a significant source of revenue in 2017-18. Thank you to our event sponsors and all of the registrants for your support of the event.

We are fortunate that many co-ops and credit unions supported our programming throughout the year; we could not operate without their support. Chart 3 shows the level of government funding SCA received this year and prior years.

As Charts 4 and 5 indicate, our retained earnings and investments continue to grow, however, we still need to ensure we have a sustainable financial base for our operations into the future. The 2018-20 SCA Strategic Plan will set out a plan for SCA to move strongly in this direction.

In 2017-18 we had great support from our members, and saw a solid amount of donations and sponsorships for Camp, as well as human resource support for camp staff. Affinity Credit Union seconded a staff person to SCA for the summer, for the second year in a row. This contribution assists in human resource capacity, and also greatly assists us financially. Thank you Affinity Credit Union! We are grateful to Federated Co-operatives Limited for contributing additional funds to SCA in 2017-18 and into the future. These funds go a long way to helping us cover core operating costs and maintaining our programming and capacity. Special thanks to those that donated to SCA and SCYP this past year. With your contributions, we received over \$13,000 in donations this year. Thank you!!

Table 1. Sources of Revenue Comparison, 2014-18

Source of Revenue	2017-18	2016-17	2015-16	2014-15
Member Dues	41%	46%	37%	37%
Youth Programming	27%	35%	35%	34%
Government Funding	3%	2%	4%	12%
Fundraisers and Other Revenue	29%	17%	24%	17%

Chart 2. Sources of Revenue in 2017-18

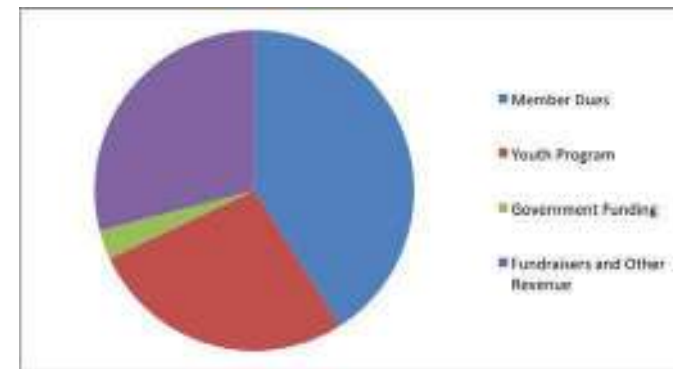


Chart 3. Level of Government Funding, 2012-2018

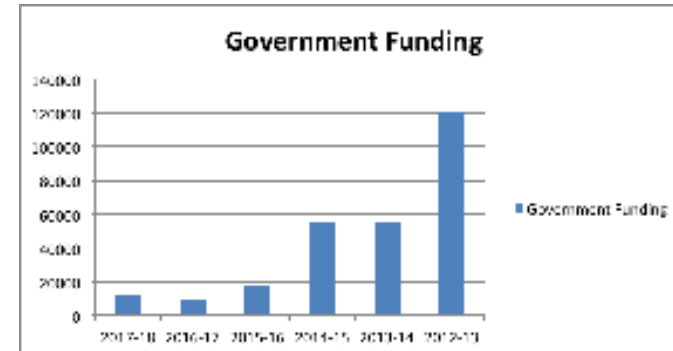


Chart 4. SCA Retained Surplus, 2008-2018

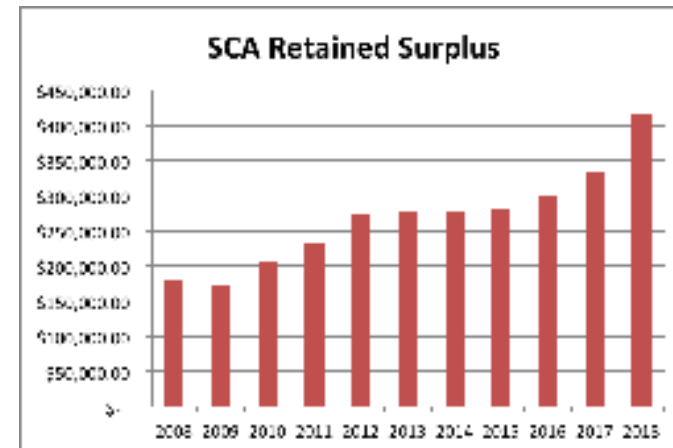


Chart 5: Value of SCA Investments, 2008 - March 31, 2018

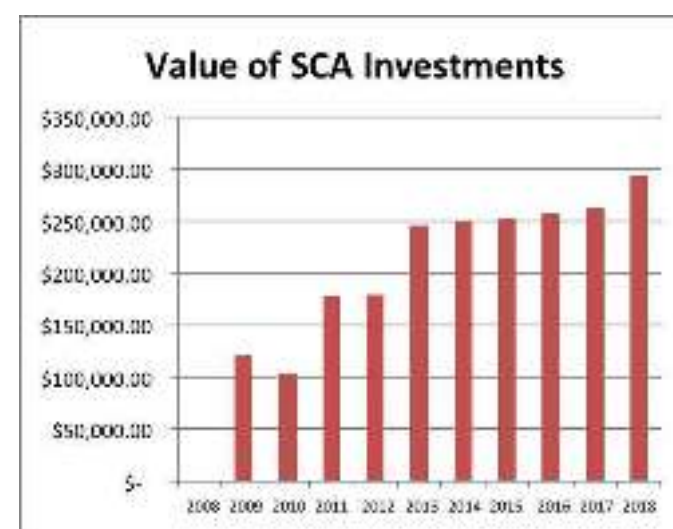
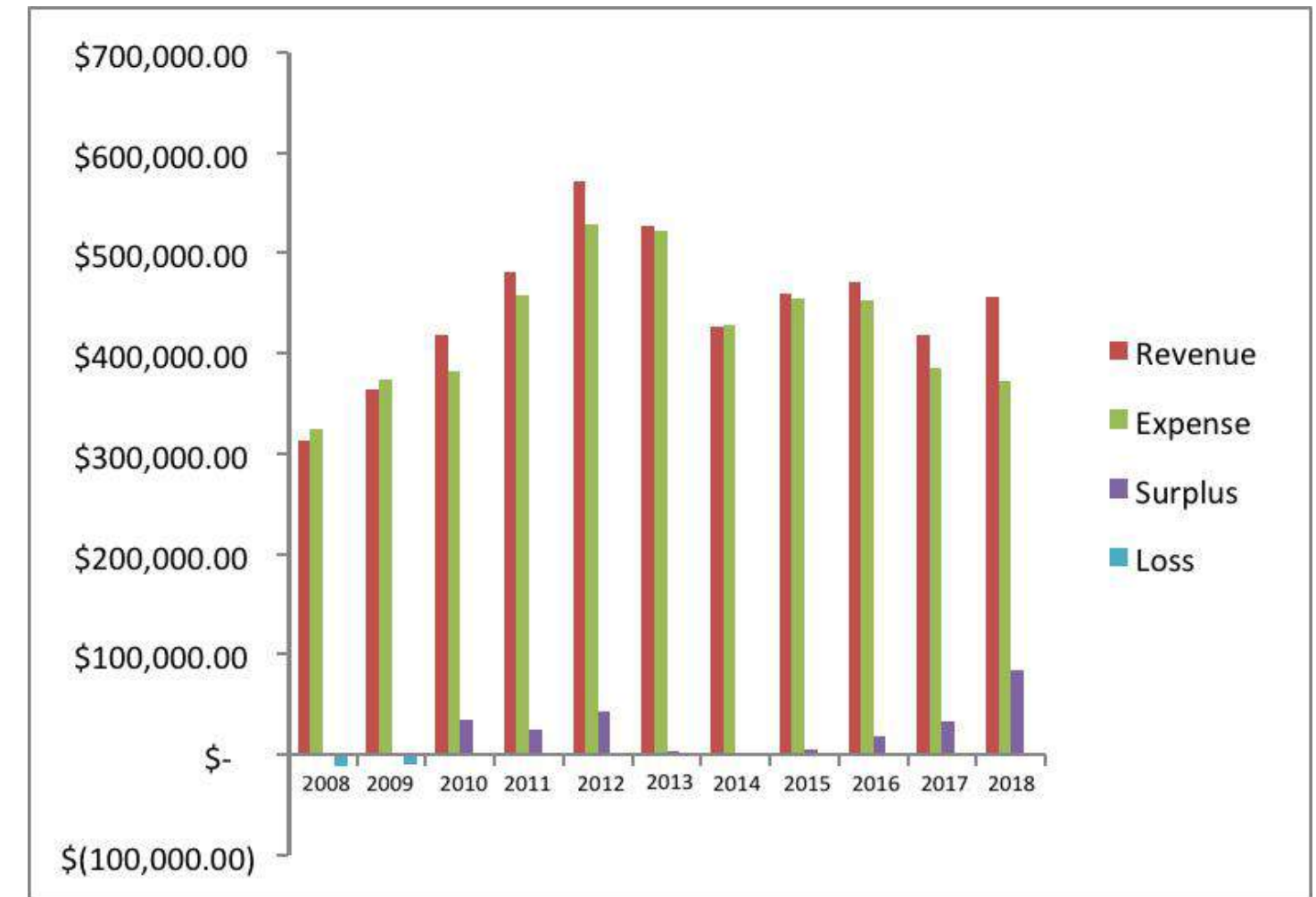


Chart 6. Amount of Revenue, Expense, Surplus and Loss, 2008-March 31, 2018



## Fundraising Events

Thanks to our many supporters, sponsors, donors, and volunteers, several fundraising events were held in 2017. Through the 22nd annual Co-op Classic Golf Tournament, we were able to provide almost \$6,200 each to CDF and SCYP from that event. Special thanks to the volunteers and FCL directors that arranged fundraisers at the Regina and Saskatoon Region FCL Fall Conferences. Through the Fall Conferences, we were able to donate several thousand dollars to CDF and for SCYP as well. Thank you everyone for your support!







## Co-op Camp Sponsors 2017

Thank you to all of the 2017 Co-op Camp Sponsors!! Co-op Camp could not happen without your support.

- |   |   |
|---|---|
| Access Communications Co-operative Limited    | Pierceland Credit Union Ltd.              |
| Admore Credit Union                           | Pineland Co-op Assoc. Ltd.                |
| Affinity Credit Union                         | Pioneer Co-op Assoc. Ltd.                 |
| Bigger & District Credit Union                | Prairie Centre Credit Union               |
| Bruno Credit Union                            | Prairie Pride Credit Union                |
| C.U.P.E Union Local                           | Radius Credit Union                       |
| Celero Solutions                              | Radville Co-op                            |
| Central Plains Co-op                          | Riverbend Co-operative                    |
| Concentra Bank                                | Saskatoon City Employees Credit Union     |
| Conexus Credit Union                          | Saskatoon Community Clinic                |
| Cornerstone Credit Union                      | Saskatoon Co-operative Association Ltd.   |
| Crossroads Credit Union                       | Saskatchewan Credit Unions (SaskCentral)  |
| Delisle Agricultural Co-operative Association | Sherwood Co-operative Association Ltd.    |
| Delta Co-operative Association Ltd.           | Solvason Insurance Ltd., The Co-operators |
| Discovery Co-operative Association Ltd.       | Southland Co-operative Ltd.               |
| Doddsland and District Credit Union Ltd.      | Southern Plains Co-operative              |
| Edam Credit Union Limited                     | Spiritwood Credit Union                   |
| Foam Lake Co-op                               | Stellar Insurance Service                 |
| Foam Lake Credit Union                        | Synergy Credit Union                      |
| Hafford Co-op                                 | TCU Financial Group                       |
| Horizon Credit Union                          | The Co-operators                          |
| Innovation Credit Union                       | Turtleford Credit Union                   |
| Lake Country Co-op                            | Vonda Co-operative Association Ltd.       |
| Meadow Lake Co-op                             | Weyburn Credit Union                      |
| Moose Jaw Co-op                               | Wynyard Co-operative                      |
| Northern Resource Trucking (NRT)              | Yorkton Co-operative                      |
| Palliser Plains Co-operative                  |   |

## A Special Thank You to Our Co-op Camp Week Sponsors

Thanks to Federated Co-operatives Limited, The Co-operators, and Access Communications Co-operative Limited for sponsoring camps this summer.

## Co-op Classic Golf Tournament Sponsors and Donors 2017

Thank you to all of our sponsors and donors in 2017!!

- |  |  |
|--|--|
| Access Communications Co-operative Limited             | KMP Law  |
| Accent Credit Union                                    | Lafleche Credit Union  |
| Affinity Credit Union                                  | Lake Country Co-op   |
| Archerwill Co-op                                       | Lake Lenore Agro Co-op                                       |
| Carrot River Co-op                                     | Lake Lenore Grocery Co-op                                    |
| Concentra Bank   | McDougall Gauley LLP   |
| Conexus Credit Union                                   | Barristers and Solicitors                                    |
| Cornerstone Credit Union                               | Olive, Waller, Zinkhan, and Waller Barristers and Solicitors |
| Cosmopolitan Industries                                |  |
| Credit Union Deposit Guarantee Corporation             | Parkland Co-op   |
| CUETS  | Pierceland Credit Union                                      |
| CUMIS  | Pineland Co-op   |
| CUPS   | Planet S Magazine  |
| Danger Dynamite  | Prairie Centre Credit Union                                  |
| Delta Hotels by Marriott, Regina                       | Prairie Farm Brokerage Inc.                                  |
| DirectWest   | Prairie North Co-op  |
| Discovery Co-op  | RBC  |
| Double Tree by Hilton, Regina                          | Sandhills Credit Union                                       |
| Federated Co-operatives Limited Saskatchewan Directors | SaskCentral/Saskatchewan Credit Unions                       |
| Harbor Golf Club and Resort                            | Synergy Credit Union   |
| Innovation Credit Union                                | The Co-operators   |
|  | The James Hotel  |
|  | Wynyard Co-op  |





# COMMUNITY AWARENESS, BUSINESS, AND GOVERNMENT RELATIONS

## Media Coverage

Several features were published to celebrate Co-operatives Week in Saskatchewan in 2017. For the fourth year, we worked with Planet S and prairie dog to develop an 8-page insert to the city magazines to celebrate co-operatives. The magazines reach approximately 120,000 readers. This feature was well supported by the sector and we thank everyone that purchased ad space to make it possible to produce the insert. Feature stories include articles about the Food Forest and Learning Centre Co-operative, City Centre Food Co-op, Lake Lenore Commercial Fisherman's Co-operative, Bridge City Bicycle Co-op, the Station Arts Centre Co-operative, and Conexus Credit Union. The Star Phoenix and the Regina Leader Post also published stories or features for Co-op Week.



## TV Coverage

Thanks to Access Communications Co-operative Limited, the Co-op Week Flag Raising Ceremony and Co-op Merit Awards events were broadcast around the province. Thanks Access!

## Newsletters

We continue to publish an online newsletter, and have increased our communications capacity for newsletters and social media posts. While promoting the conference, we also encouraged interested people and registrants to sign up for our newsletter, resulting in an increase to the number of subscribers, to 408, compared to 330 last year.

## Government Relations

SCA participated in Co-operatives and Mutuals Canada's (CMC) government relations activities in 2017-18. SCA Board Member Beryl Bauer and Executive Director Victoria Morris met with Members of Parliament in Ottawa in November, and participated in CMC's Parliamentary Reception as well.



## Special Events and Visits

We were thrilled to have the opportunity to have Harold Chapman visit SCA as a special guest for our annual meeting. Harold was recognized with the Order of Canada in 2017, for his many decades of leadership, education, and contribution to co-operatives in Saskatchewan and around the world. Congratulations Harold!

SCA partnered with the Centre for the Study of Co-operatives and Co-operatives First to co-host a Women in Technology conference in Saskatoon, in September. The event featured Brianna Wettlaufer, the CEO of Stocksy, and several local presenters.

In October, SCA hosted Mick Veitch, an Australian Member of Parliament. Mick was in Saskatchewan researching how co-operatives work here and how they could work as a solution for the region of Australia that he serves. Thanks to Crocus Co-op, the Saskatoon Community Clinic, and Saskatoon Co-op for touring Mick through your co-operatives.



## Social Media

Our social media presence continues to grow at a moderate pace:

YouTube  
46,526 views  
(8,058 last year)



SCA Facebook page  
459 followers  
(381 last year)  
SCYP Facebook page  
2,137 followers  
(2,075 last year)



SCA Twitter  
1,263 followers  
(1,123 last year)  
SCYP Twitter  
395 followers  
(365 last year)



SCYP Instagram  
234 followers  
(197 last year)



Our new website is getting a lot of views, with the most popular page being the Co-op Camp registration page, with almost 19,000 views.



## MEMBER SERVICES AND COMMUNICATIONS

### Co-op Classic Golf Tournament

The 22nd Annual Co-op Classic was held on July 6, 2017, at Harbor Golf Club and Resort at Elbow, Saskatchewan. The event is SCA's largest annual fundraiser for the Co-operative Development Foundation of Canada (CDF) and the Saskatchewan Co-operative Youth Program (SCYP). Almost \$25,000 was raised at the event and 55 golfers attended. This result would not have been possible without the support of our sponsors, donors, golfers, and volunteers. Thank you so much for your support!!



### Co-op Week

#### Co-operative Merit Awards Program

The 38th Annual Co-operative Merit Awards banquet was held on October 16, 2017 at the Regina Travelodge Hotel. Five individuals were honoured for their outstanding contributions to co-operatives and credit unions in Saskatchewan and approximately 115 people attended the event. Minister of the Economy, Steven Bonk, and SCA Chair Jim Deane, both brought greetings at the event. The event was sponsored in part by the Ministry of the Economy.

The **Lifetime Co-operative Achievement Award** was presented to **Dean Walde**, **Pieter McNair**, and **Wayne Kabatoff** for long, varied and meritorious service by individuals in volunteer and/or elected positions within co-operatives and credit unions.



2017 Co-op Merit Awards Recipients and Dignitaries:  
L to R Back row: Minister of the Economy Steven Bonk, Pieter McNair, Wayne Kabatoff, award presenter Neil Cooper, SCA Chair Jim Deane  
Front row: Jordon Lemire, Betty Bauhuis, Dean Walde



## Saskatchewan Co-operative MERIT AWARDS



**Dean Walde**  
2017 Lifetime Co-operative Achievement Award



**Pieter McNair**  
2017 Lifetime Co-operative Achievement Award



**Wayne Kabatoff**  
2017 Lifetime Co-operative Achievement Award



The **Co-operative Young Leader Award** was presented to **Jordan Lemire** for his outstanding contribution to co-operatives and credit unions in Saskatchewan.



The **Saskatchewan CDF Global Co-operator Award** was presented in partnership with the Co-operative Development Foundation of Canada, to **Betty Bauhuis**. The Global Co-operator Award recognizes members of Canada's co-operative community who actively participate in and support CDF's international development work through volunteering, advocating and/or fundraising.



## Co-op Week Luncheons

Thanks to sponsorship funding from the Ministry of the Economy, SCA helped cover the costs of lunch and learn events in Saskatoon and Regina during Co-op Week.

## Flag Raising Ceremony at the SK Legislative Building

Minister of the Economy, Steven Bonk and SCA Chair, Jim Deane shared remarks on October 16th at the Saskatchewan Legislature. Minister Bonk proclaimed Co-op Week in Saskatchewan to about 70 attendees.



Minister of the Economy Steven Bonk and SCA Chair Jim Deane with the Proclamation of Co-op Week at the Co-op Week Flag Raising Ceremony.



SCA Executive Director Victoria addresses the crowd at the Co-op Week Flag Raising Ceremony.



Minister of the Economy Steven Bonk addresses the crowd at the Co-op Week Flag Raising Ceremony.

## Committee of Region Executives and Co-operatives and Mutuels Canada (CMC) Board of Directors

SCA's Executive Director represents the Anglophone provincial co-operative associations on the Co-operatives and Mutuels Canada Board of Directors, and participates in the Committee of Region Executives and Table de Conseils Provinciaux.

## YOUTH ENGAGEMENT AND INVOLVEMENT

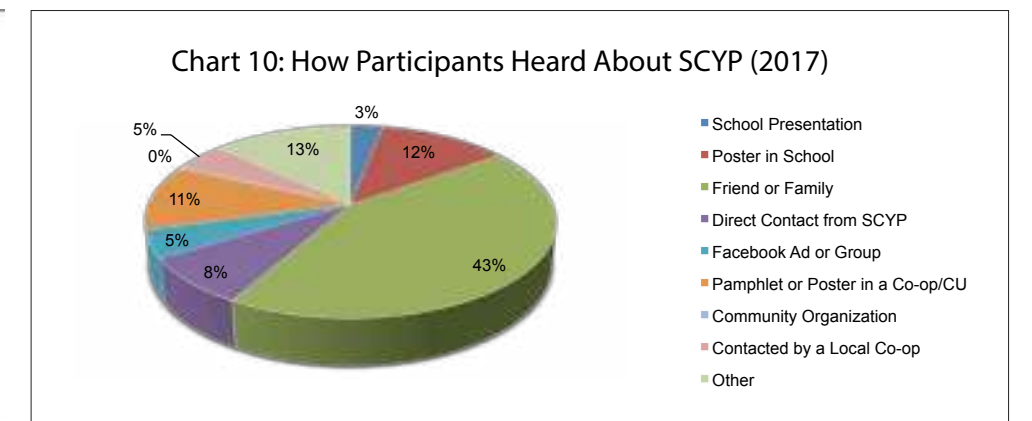
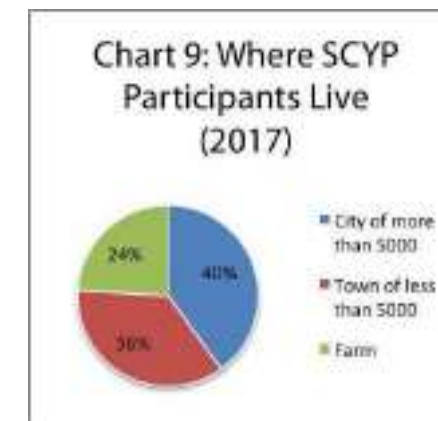
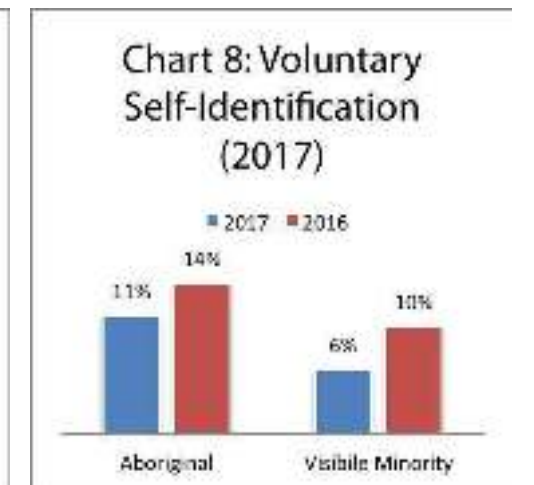
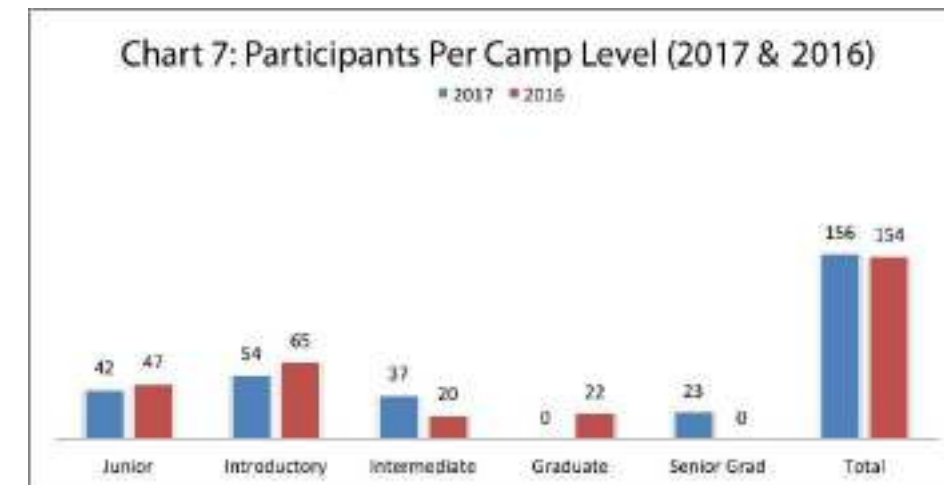
In 2017-2018, Saskatchewan Co-operative Youth Program (SCYP) worked with youth from all over Saskatchewan to build their confidence and the skills needed to be active citizens and leaders in their communities and co-operatives. In 2017-18, we ran several camp sessions through the 89th year of Co-op Camp. We are now at 44,192 participants and alumni of the program!!

### Participants

Referring to Chart 7 below, the summer of 2017 saw 156 (154-2016 numbers) participants attending one of six camps. The number of participants decreased overall. Junior camps saw a drop of 5 participants as compared to 2016 numbers at 42 (47), and Introductory camps also declined to 54 (65) participants. Intermediate camp saw an increase in attendance, to 37 (20), and Senior Graduate camp bringing in 23 participants. Referring to Chart 8, 11% (14%) of participants self-identified

as an Indigenous person while 6% identified as a member of a Visible Minority, down from 10% in 2016.

The overwhelming majority of participants enjoyed their time with SCYP and when asked if they would return the following year, 89% (93%) said yes. Referring to Chart 10, when asked how they heard about SCYP, 43% of participants indicated that the program was recommended to them by a friend or family member. Participants also specified that they heard about the Program by (in descending order): Other forms of promotion; seeing a poster in their school; seeing a poster in a co-operative or credit union; receiving direct contact from SCYP; direct contact from a local co-op; seeing a Facebook advertisement; seeing a presentation in their school; and hearing about SCYP from a community org. Referring to Chart 9, 40% of participants reside in large municipalities; 36% reside in small municipalities; and 24% reside on farms.





## Staff

In the 2017 season, 39 individuals filled 49 staff positions at the 6 camps held in July and August. There were 19 Alumni and 5 Junior staff, 21 Sector staff from 8 different co-operative organizations, and 4 SCA employees who filled 10 staff positions.

The three day staff training event for co-operative sector staff and youth program alumni took place in May at Katepwa Lake Camp. All camp staff were provided with training on co-operatives, working with youth, and our youth program policies and procedures. Staffing continues to be a valuable experience for all forms of staff, especially co-operative sector staff. Staffing Co-op Camp increases leadership abilities, facilitation skills, and fosters a solid understanding of the Saskatchewan and international co-operative sectors.

Table 2. List of Co-op Camp Sector Staff by Organization

Organization	Staff (2017)	Staff (2016)	Staff (2015)	Staff (2014)	Staff (2013)	Staff (2012)
Affinity Credit Union	5	10	12	7	5	0
The Co-operators	4	5	6	3	1	3
Innovation Credit Union	0	0	0	0	1	1
Cypress Credit Union	1	0	0	0	0	0
Conexus Credit Union	7	7	5	5	0	1
Prairie Centre Credit Union	1	0	1	2	2	2
Concentra Bank	1	1	1	2	0	0
LeRoy Credit Union	0	0	1	1	0	0
Pineland Co-op	0	2	2	0	0	0
Dauphin Co-op (Manitoba)	1	0	0	0	0	0
Raymore Credit Union	1	1	0	0	0	0
Unite Digital Marketing Co-op	0	0	1	0	0	0
North Valley Credit Union	0	0	0	1	0	0
Diamond North Credit Union	0	0	0	1	0	0
Advantage Credit Union	0	0	0	0	1	0
<b>Total</b>	<b>21</b>	<b>25</b>	<b>29</b>	<b>22</b>	<b>10</b>	<b>7</b>

Several Saskatchewan credit unions provided 15 staffers. Of these 15:

- » 7 were from Conexus Credit Union,
- » 5 were from Affinity Credit Union, and
- » 1 each from Cypress Credit Union, Prairie Centre Credit Union, and Raymore Credit Union.

Two other organizations generously provided camp staff, including:

- » 4 from The Co-operators, and
- » 1 each from Concentra and Dauphin Co-op.

Thank you to the organizations that sent staff to Co-op Camp, and thank you to our wonderful alumni for giving back to the program by staffing.

## Sponsorship and Additional Revenue

The Co-operators put on a week of fundraising and festivities and raised approximately \$6,700, featuring a wide array of events including a special cafeteria lunch, fun & games for staff and a steak night fundraiser. This initiative was organized by Co-operators staff. In addition to The Co-operators, Conexus Credit Union donated of approximately \$2,087 from staff collections, in addition to a special donation of \$2,500.

We thank The Co-operators, Conexus, and all other donors for their ongoing support of SCYP.

In 2017 one of the Program Assistants' wages were partially offset by a federal government summer student wage subsidy.

## Week Sponsorships

In 2017, three organizations were week sponsors of SCYP:

- » Senior Graduate was sponsored by Federated Co-operatives Limited
- » Introductory 2 was sponsored by The Co-operators Life Insurance Company
- » Intermediate was sponsored by Access Communications Co-operative Limited

Thank you to all of the organizations that supported SCYP by signing up as week sponsors!



## Promotions and Communications

The tagline for the 2017 season was "Instafriends." The promotional strategy for SCYP continues to be varied, working through numerous promotional channels, including posters and brochures, online advertising, in-person promotional visits, and presentations in schools.

In 2017 the Program Assistants presented at multiple schools all throughout southern and central Saskatchewan. During the months of May and June the Program Assistants did presentations and visited schools, co-operatives and credit unions in Saskatoon, Regina, Davidson, Hague, Maidstone, Spiritwood, Hudson Bay, Turtleford, Lashburn, St. Walburg, Glaslyn, Unity, and Cut Knife.

SCYP was invited to present, give workshops, or display at various events through Saskatchewan including career fairs; the Credit Union Managers Association Conference; and the Saskatoon Co-op AGM, among others. SCYP also facilitated learning sessions at the St. Mary's Career Fair in Prince Albert, SK.

SCYP continues to have a large online presence. SCYP promoted the summer camps in April, May and June with Facebook Ads (one specifically for parents and one directed at youth) and continued posting activity on Facebook, Twitter, Instagram, and YouTube. To date, the SCYP Facebook page has 2,137 likes, 395 Twitter followers and 234 Instagram followers.





## CO-OPERATIVE DEVELOPMENT

In 2017-18, we received 44 co-operative development inquiries for the year, down from last year's 53 inquiries (Chart 11). This was our second year without a Co-op Development Officer on staff; SCA's Executive Director responded to co-op development inquiries. As you can see from Chart 12, the number of co-operative incorporations in Saskatchewan continues to be small, but there were 3 co-operatives incorporated during the year.

Chart. 11 Annual Co-op Development Inquiries



### General Inquiries

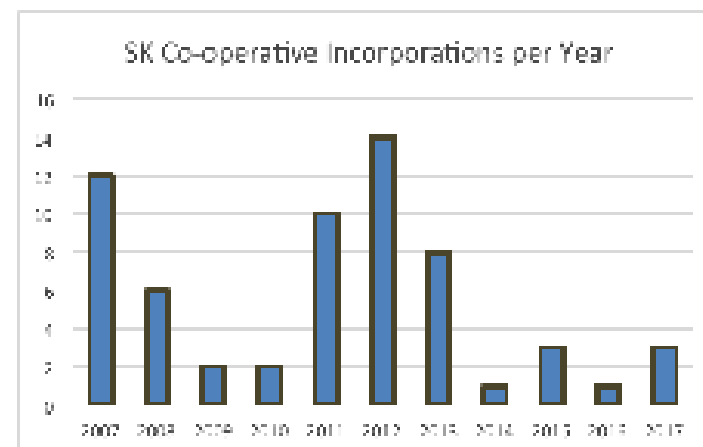
General inquiries continue to cover a wide range of topics and types of co-operatives. Topics:

- >> Regulations (12)
- >> Co-operative development (15)
- >> Funding (1)
- >> Resources (1)
- >> Complaint (2)
- >> Co-op Research (1)
- >> Operational (2)
- >> Incorporation (3)
- >> Bylaw development (1)
- >> Co-ops 101 (2)
- >> Director education (3)

### Types of co-operative:

- >> Consumer (7)
- >> Cannabis (2)
- >> Childcare (3)
- >> Transportation (1)
- >> Agriculture (6)
- >> Grazing (3)
- >> Elder care (2)
- >> Construction (1)
- >> Worker (2)
- >> Community Service (1)
- >> Housing (2)
- >> Energy / value-added processing (1)
- >> Finance (1)
- >> Bike repair (1)
- >> Education (1)
- >> Producer (1)
- >> Unknown (1)
- >> New Generation Co-op (1)
- >> Multi-stakeholder (1)
- >> General / Non-profit organization inquiry (4)

Chart 12. Number of Co-operative Incorporations in Saskatchewan



## TOOLS FOR A NEW REALITY CONFERENCE



The *Tools for a New Reality* conference was held March 19 and 20 in Saskatoon. The conference was organized by a committee of 10 people from several different types of co-op, and a contractor, Patrick Lapointe, who lead the logistics and planning. Thank you to everyone who helped plan and organize the conference!

The goals of the conference were:

1. Build on the success of our 2016 conference
2. Appeal to:
  - >> Provincial, interprovincial and national co-operative, credit union and mutual organizations based in, or operating in, Saskatchewan
  - >> The senior leaders (Board, Managers) of Saskatchewan's established co-operatives and credit unions
  - >> Saskatchewan and Canadian co-operative and business educators
  - >> Government economic development sector personnel
3. Be relevant to our co-operative community's current realities and the challenges they present
4. Be affordable, entertaining and useful
5. Generate an interest in and support for the work of SCA, and leverage current SCA programs
6. Increase support for the building of a co-operative community in Saskatchewan;
7. Enhanced co-operative networking;
8. Not be time demanding
9. Be promoted in provincial and national co-op media, with sufficient lead time for potential participants to obtain approvals or funding to attend
10. Generate revenue for SCA

About 120 people (including about 20 presenters ) from 47 different organizations attended. Participants came from across



Members of the Truth and Reconciliation Panel at the Conference: L to R: Gilles Dorval (City of Saskatoon), Myrna Hewitt (Affinity Credit Union), Milton Tootoosis (Office of the Treaty Commissioner), Dr. Jaris Swidrovich (Saskatoon Community Clinic)

Saskatchewan, as well as British Columbia, Alberta, Manitoba, and Ontario.

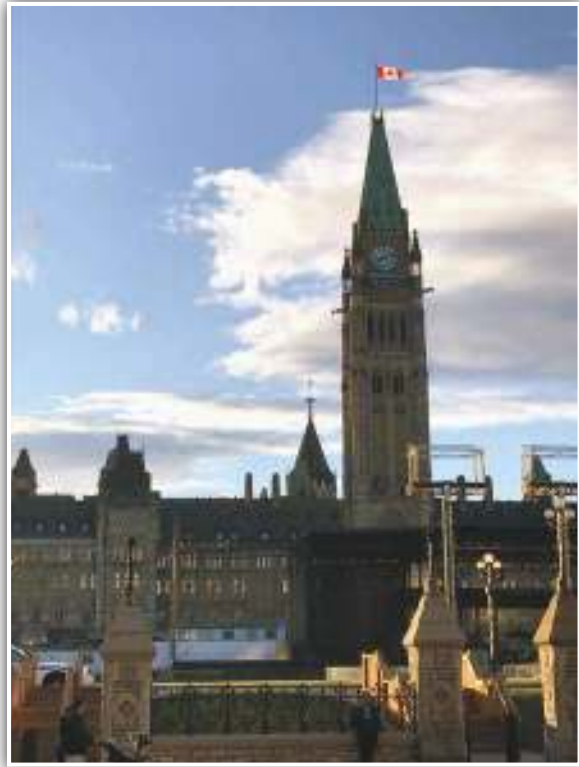
We were thrilled to have the support of 7 sponsoring organizations, raising \$23,000 in sponsorship funds from:

- >> Affinity Credit Union,
- >> SaskCentral,
- >> Saskatoon Co-op,
- >> Lake Country Co-op,
- >> Concentra Bank,
- >> Innovation Credit Union, and
- >> The Co-operators.

Thank you to all of these sponsors! Thank you also to Affinity Credit Union, for hosting the opening reception on March 19.

We received excellent feedback from over 65 evaluation survey respondents, on the conference overall, and in particular, on the 9 breakout sessions, panel presentation, and two keynote presentations held during the conference day. Participant and presenter feedback will also help us improve our processes and systems for future events. Thank you to all of the presenters for taking the time to develop very useful sessions that provided a lot of value to participants, and taking the time to participate in the event. We greatly appreciate your contributions to the conference.







2018, May 15  
AUDITORS' REPORT

To the Directors of  
Saskatchewan Co-operative Association:

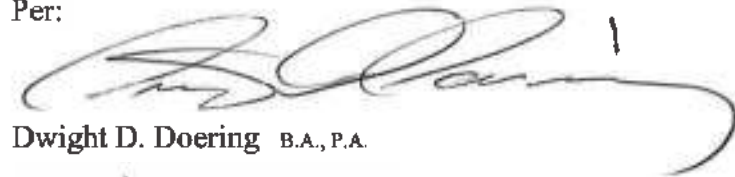
We have audited the balance sheet of Saskatchewan Co-operative Association as at March 31, 2018 and the statements of revenue and expenses and operating fund balance and changes in fund balances for the year then ended. These financial statements are the responsibility of the organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2018 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles.

Pro-Tax Consultants Ltd.

Per:



Dwight D. Doering B.A., P.A.



Chair



Treasurer

## BALANCE SHEET

FOR THE FISCAL YEAR ENDING MARCH 31, 2018

Saskatchewan Co-operative Association

<b>Assets:</b>	<b>2018</b>	<b>2017</b>
<b>Current Assets:</b>		
Cash	\$ 151.25	\$ 102.15
Credit Union Deposits	114,195.91	84,532.50
Short Term Investments	294,492.77	261,626.72
Equity in Co-operatives	5.00	5.00
Prepaid Expenses (note 4)	30,533.88	26,820.93
GST Receivable	-	1,038.54
Accounts Receivable (note 5)	31,987.77	1,150.00
<b>Total Current Assets</b>	<u>471,366.58</u>	<u>375,275.84</u>
<b>Capital Assets: (note 3)</b>		
Computer Hardware	7,759.18	11,085.18
<b>Total Capital Assets:</b>	<u>7,759.18</u>	<u>11,085.18</u>
<b>Total Assets:</b>	<u><b>479,125.76</b></u>	<u><b>386,361.02</b></u>
<b>Liabilities:</b>		
<b>Current Liabilities:</b>		
GST Payable (note 6)	629.22	-
Accounts Payable	14,076.04	4,566.94
Vacation Pay Payable	1,049.12	1,436.32
Deferred Revenue (note 7)	50,604.59	48,314.42
<b>Total Current Liabilities:</b>	<u>66,358.97</u>	<u>54,317.68</u>
<b>Total Liabilities:</b>	<u><b>66,358.97</b></u>	<u><b>54,317.68</b></u>
<b>Members Equity:</b>		
Retained Surplus	412,766.79	332,043.34
<b>Total Equity:</b>	<u><b>412,766.79</b></u>	<u><b>332,043.34</b></u>
<b>Total Liabilities and Equity:</b>	<u><b>\$ 479,125.76</b></u>	<u><b>\$ 386,361.02</b></u>

## STATEMENT OF OPERATIONS

FOR THE FISCAL YEAR ENDING MARCH 31, 2018

Saskatchewan Co-operative Association

Revenue:	2018	2017
Youth Camp registrations	\$ 107,905.33	\$ 103,619.41
Youth Camp grants & donations	7,942.00	18,704.60
Other Youth Camp revenue	9,036.99	2,989.46
Other Youth program revenue	200.00	21,595.56
Co-op Classic & fundraisers	37,708.58	43,809.30
Co-operative Development	75.00	1,478.88
Co-op Merit Awards / Co-op Week	11,916.43	12,562.02
Other Projects and Events	48,841.19	0.00
Member Dues	184,849.00	193,380.00
General Donations	0.00	1,650.00
Expense recovery & miscellaneous	45,012.17	15,983.01
Interest	2,920.58	3,274.56
<b>Total Revenue:</b>	<b>456,407.27</b>	<b>419,046.80</b>
<b>Total Expenses</b> (see schedule):	<b>375,683.82</b>	<b>388,786.76</b>
<b>Net income (loss) from operations:</b>	<b>\$ 80,723.45</b>	<b>\$ 30,260.04</b>
Retained surplus (opening)	332,043.34	
Current year surplus (deficit)	80,723.45	
<b>Retained surplus end of fiscal year:</b>	<b>\$ 412,766.79</b>	

## STATEMENT OF EXPENSE

FOR THE FISCAL YEAR ENDING MARCH 31, 2018

Saskatchewan Co-operative Association

Expenses:	2018	2017
Program Expenses:		
Youth Camp expenses	\$ 53,294.59	\$ 57,657.89
Other Youth program expenses	2,003.90	22,589.66
Promotions	9,396.34	10,217.87
Staff training workshop	6,281.41	6,411.59
Co-op Classic & fundraising	15,814.27	22,316.51
Other Projects and events	31,506.17	1,060.23
Co-op Merit Awards / Co-op Week	9,369.16	9,828.09
<b>Total Program Expenses:</b>	<b>127,665.84</b>	<b>130,081.84</b>
Administrative Expenses:		
Accounting, legal & audit	3,584.82	3,532.27
Amortization	3,326.00	2,613.29
Advertising & promotions	1,063.47	11,930.20
Annual, Board & membership meetings	1,164.05	965.92
Bad Debt expense	0.00	0.00
Financial Institution fees & interest	666.93	627.30
Equipment lease	549.25	541.17
Equipment expense	3,618.71	1,150.28
Insurance	3,785.00	3,785.00
Membership dues	1,805.00	1,805.00
Miscellaneous expenses & supplies	2,100.42	3,491.63
Office Rent	28,500.00	28,500.00
Office supplies	3,415.62	6,496.01
Professional fees	19,480.21	12,542.17
Postage & courier	5,199.92	4,859.03
Staff training & development	1,070.00	255.00
Telecommunications	7,992.41	6,760.18
Travel	8,361.24	6,077.62
Salaries, wages & benefits	152,334.93	162,772.85
<b>Total administrative expenses:</b>	<b>248,017.98</b>	<b>258,704.92</b>
<b>Total Expenses:</b>	<b>\$ 375,683.82</b>	<b>\$ 388,786.76</b>



## STATEMENT OF CASH FLOWS

FOR THE FISCAL YEAR ENDING MARCH 31, 2018

Saskatchewan Co-operative Association

Cash Provided By (Used In):

Operating Activities:

Net receipts over disbursements \$ 80,723.45

Add items not affecting cash:

Amortization 3,326.00

Changes in non-cash working capital:

Decrease (increase) in short term investments (32,866.05)

Decrease (increase) in accounts receivable (30,837.77)

Decrease (increase) in prepaid accounts (3,712.95)

Decrease (increase) in GST receivable 1,039

Sale (purchase) of Capital Assets 0

Increase (decrease) in GST payable 629

Increase (decrease) in accounts payable 9,122

Increase (decrease) in deferred revenue 2,290

Increase (decrease) in cash for the year: 29,713

Cash at the beginning of the year 84,634.65

Cash at the end of the year \$ 114,347.16

Cash consists of Credit Union deposits 114,195.91

and Cash on Hand 151.25

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE FISCAL YEAR ENDING MARCH 31, 2018

Saskatchewan Co-operative Association

### 1. Purpose of the Organization

The Saskatchewan Co-operative Association is a not for profit organization whose purpose is to develop and promote the co-operative movement in Saskatchewan. The Association is incorporated under the Co-operatives Act of Saskatchewan. Under Section 149 of the Income Tax Act the Association is not subject to income tax.

### 2. Summary of Significant Accounting Policies

The financial statements have been prepared in accordance with Canadian generally accepted accounting principles and, in the management's opinion, have been properly prepared within reasonable limits of materiality and within the framework of the significant accounting policies summarized below.

#### Revenue Recognition

The Association follows the deferral method of accounting for revenue. These restricted contributions are recognized as revenue of the appropriate fund in the year in which related expenses are incurred. Please refer to note 7 for a two-year comparison and breakdown of the sources of these revenues.

#### Capital Assets

Capital assets are recorded at cost. They have been amortized on a declining balance basis at the following rates except in the year of purchase when the rate is reduced by half.

Computer 30%

### 3. Capital Assets

	Cost	Accumulated	2018 net book value
Amortization			
Computer Equipment	\$51,629.69	\$43,870.51	\$7,759.18
	<u>\$51,629.69</u>	<u>\$43,870.51</u>	<u>\$7,759.18</u>

### 4. Prepaid Expenses

Prepaid expenses consists of:

Prepaid seminar expenses	\$16,960.35
Golf Tournament deposit	\$500.00
Insurance premiums	\$4,113.86
Mastercard travel	\$617.25
Memberships	\$3,530.00
Domain hosting	\$234.89
Rent	\$2,375.00
Postage	\$2,202.53
	<u>\$30,533.88</u>

5. Accounts Receivable

For the current fiscal year, Accounts Receivable consisted of a trade account and The Co-operators' member dues.

Many Nations Co-operative Ltd.	\$341.25
The Co-operators	<u>31,646.52</u>
	<u>\$31,987.77</u>

6. Accounts Payable

Accounts payable at year-end consists of:

Raya Zuzak	\$660.45
MasterCard	3,432.74
Professional and Sub-contract fees	7,316.67
Office supplies and expenses	<u>2,666.18</u>
	<u>\$14,076.04</u>

7. Deferred Revenue

Deferred revenue relates to funds received in the current period that apply to expenses related to subsequent periods.

	<b>2018</b>	<b>2017</b>
Schools Program	\$500.00	\$500.00
Youth Seminar registrations & sponsorships	9,161.97	7,492.32
Co-operators member dues	31,646.52	31,026.00
Federated Co-op youth program 2015-2016	626.38	626.38
Federated Co-op youth program 2014-2015	2,550.56	2,550.56
Sharing Unconference proceeds	931.16	931.16
My Co-operative Adventure	2,688.00	2,688.00
Enterprise Saskatchewan curriculum funds	<u>2,500.00</u>	<u>2,500.00</u>
	<u>\$50,604.59</u>	<u>\$48,314.42</u>

We note that The Co-operators 2018-2019 member dues were invoiced in January, in advance, but were not paid at the end of the fiscal year and therefore are included in Accounts Receivable.

8. Member Dues

The association derives a portion of its revenue from dues paid by its members as detailed below.

Federated Co-operatives Ltd.	\$63,761.00
SaskCentral	62,957.00
The Co-operators	31,026.00
Concentra Bank	16,124.00
Access Communications Co-operative Limited	4,702.00
Community Health Co-operative Federation	2,733.00
Co-operative Housing Federation of Canada	1,156.00
Centre for the Study of Co-operatives	1,156.00
Farmer Direct Co-operative	450.00
Canadian Worker Co-operative Federation	268.00
Temperance Brewing Co-operative	258.00
Lake Lenore Auditorium Co-operative Association Limited	<u>258.00</u>
	<u>\$184,849.00</u>







SASKATCHEWAN  
CO-OPERATIVE  
ASSOCIATION