

**YORK SUNBURY CHARLOTTE FOREST PRODUCTS  
MARKETING BOARD**

FINANCIAL STATEMENTS

MARCH 31, 2025

## **CONTENTS**

Management Responsibility Statement

Independent Auditor's Report

Statement of Financial Position

Statement of Operations

Statement of Changes in Net Assets

Statement of Cash Flows

Notes to Financial Statements

Schedule of Expenditures

Schedule of GNB Silviculture and FMF Expenses

Unaudited Schedules to Financial Statements

## MANAGEMENT RESPONSIBILITY STATEMENT

The management of York Sunbury Charlotte Forest Products Marketing Board is responsible for preparing the financial statements, the notes to the financial statements and other financial information contained in this annual report.

Management prepares the financial statements in accordance with Canadian accounting standards for not-for-profit organizations. The financial statements are considered by management to present fairly the organization's financial position and results of operations.

The organization, in fulfilling its responsibilities, has developed and maintains a system of internal accounting controls designed to provide reasonable assurance that company assets are safeguarded from loss or unauthorized use, and that the records are reliable for preparing the financial statements.

The financial statements have been reported on by Lenehan McCain & Associates, Chartered Professional Accountants, the organization's auditors. Their report outlines the scope of their examination and their opinion on the financial statements.

  
\_\_\_\_\_  
General Manager  
June 4, 2025

INDEPENDENT AUDITOR'S REPORT

To the Members of  
York Sunbury Charlotte Forest Products Marketing Board

*Opinion*

We have audited the financial statements of York Sunbury Charlotte Forest Products Marketing Board, which comprise the statement of financial position as at March 31, 2025, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2025, 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 (ASNPO).

*Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

*Responsibilities of Management and directors for the Financial Statements*

Management and directors are responsible for the preparation and fair presentation of the financial statements in accordance with ASNPO, and for such internal control as management and directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management and directors are responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management and directors either intend to liquidate the organization or to cease operations, or have no realistic alternative but to do so.

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

## INDEPENDENT AUDITOR'S REPORT, continued

### *Auditor's Responsibilities for the Audit of the Financial Statements*

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

- ♦ Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- ♦ Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- ♦ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management and directors.
- ♦ Conclude on the appropriateness of management and directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- ♦ Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Woodstock, New Brunswick

June 4, 2025

*Lenahan McCain & Associates*

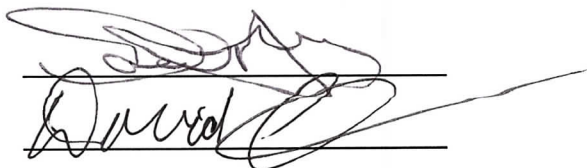
Chartered Professional Accountants



YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
STATEMENT OF FINANCIAL POSITION  
AS AT MARCH 31, 2025

	<u>2025</u>	<u>2024</u>
<u>ASSETS</u>		
Current assets		
Cash (Note 5)	\$ 876,533	\$ 841,641
Short term investment	306,032	100,647
Accounts receivable (Note 3)	480,896	410,580
Prepaid expenses	<u>10,318</u>	<u>820</u>
	1,673,779	1,353,688
Property, plant and equipment (Note 4)	<u>87,152</u>	<u>48,654</u>
	<b><u>\$ 1,760,931</u></b>	<b><u>\$ 1,402,342</u></b>
<u>LIABILITY</u>		
Current liability		
Accounts payable (Note 6)	<u>\$ 315,929</u>	<u>\$ 103,962</u>
<u>NET ASSETS</u>		
Forest management fund	594,458	621,055
General fund	<u>850,544</u>	<u>677,325</u>
	1,445,002	1,298,380
	<b><u>\$ 1,760,931</u></b>	<b><u>\$ 1,402,342</u></b>

APPROVED



YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
STATEMENT OF OPERATIONS  
YEAR ENDED MARCH 31, 2025

	2025	%	2024	%
Revenues	\$ 8,133,330	100.0	\$ 5,852,115	100.0
Cost of sales	7,693,321	94.6	5,558,158	95.0
Gross profit	440,009	5.4	293,957	5.0
Other revenue				
Government silviculture and other	1,618,488	19.9	1,203,755	20.6
FM levies	128,163	1.6	88,692	1.5
Owners contributions	30,181	0.4	35,033	0.6
Interest income	15,250	0.2	9,356	0.2
Truckers fees	14,596	0.2	15,960	0.3
Fees collected	10,350	0.1	6,670	0.1
Miscellaneous	926		122	
	1,817,954	22.4	1,359,588	23.2
Total revenue	2,257,963	27.8	1,653,545	28.3
Expenditures, Schedule 1	307,912	3.8	337,443	5.8
Surplus of revenues over expenditures before other items	1,950,051	24.0	1,316,102	22.5
Loss on sale of property, plant and equipment	-		90	
GNB Silviculture and FMF expenses, Schedule 2	1,803,429	22.2	1,275,462	21.8
	1,803,429	22.2	1,275,552	21.8
Surplus of revenues over expenditures	<b>\$ 146,622</b>	<b>1.8</b>	<b>\$ 40,550</b>	<b>0.7</b>

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD

STATEMENT OF CHANGES IN NET ASSETS

YEAR ENDED MARCH 31, 2025

	Opening Balance	FM Levies	Grants Received	FM Expenses	Surplus of Revenues Over Expenditures	Miscellaneous Income (Expense)	Ending Balance
<b>2025 (Schedule 4)</b>							
Forest Management Fund	\$ 621,055	\$ 128,163	\$ 204,097	\$ (394,672)	\$	\$ 35,815	\$ 594,458
General Fund	677,325				173,219		850,544
	<u>\$ 1,298,380</u>	<u>\$ 128,163</u>		<u>\$ (394,672)</u>	<u>\$ 173,219</u>	<u>\$ 35,815</u>	<u>\$ 1,445,002</u>

**2024**

Forest Management Fund	\$ 569,037	\$ 88,692	\$ 353,459	\$ (397,497)	\$	\$ 7,364	\$ 621,055
General Fund	688,793				(11,468)		677,325
	<u>\$ 1,257,830</u>	<u>\$ 88,692</u>		<u>\$ (397,497)</u>	<u>\$ (11,468)</u>	<u>\$ 7,364</u>	<u>\$ 1,298,380</u>



YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
STATEMENT OF CASH FLOWS  
YEAR ENDED MARCH 31, 2025

	<u>2025</u>	<u>2024</u>
Operating activities		
Surplus of revenues over expenditures	\$ 146,622	\$ 40,550
Adjustments for		
Loss on sale of property, plant and equipment	-	90
Amortization	15,248	13,002
	<u>161,870</u>	<u>53,642</u>
Change in non-cash working capital items		
Increase in short term investment	(205,385)	(100,647)
Increase in accounts receivable	(70,316)	(128,283)
(Increase) decrease in prepaid expenses	(9,498)	3,639
Increase (decrease) in accounts payable	211,968	(16,494)
	<u>88,639</u>	<u>(188,143)</u>
Investing activity		
Purchase of equipment	(53,747)	(36,645)
Increase (decrease) in cash (note 5)	34,892	(224,788)
Cash (Note 5), beginning of year	841,641	1,066,429
Cash (Note 5), end of year	<u><b>\$ 876,533</b></u>	<u><b>\$ 841,641</b></u>

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

1. Description of business

York Sunbury Charlotte Forest Products Marketing Board is a body corporate created by a regulation under the Natural Products Act of the Province of New Brunswick. The purpose and intent of the Board is to promote the development and use of the private woodlots within York, Sunbury and Charlotte counties as a dependable source of supply of primary forest products for wood using industries. The Board negotiates prices, contracts, and market access on behalf of wood producers who are marketing primary forest products from within the regulated area of the Board. The Board is a non-taxable organization under the Income Tax Act under Section 149 (1) (e).

2. Significant accounting policies

The organization applies the Canadian accounting standards for not-for-profit organizations.

(a) Foreign currency translation

Monetary assets and liabilities of the organization which are denominated in foreign currencies are translated at year end exchange rates. Non-monetary assets and liabilities are translated at rates in effect at the date the assets were acquired and liabilities incurred. Revenue and expenses are translated at the rates of exchange in effect at their transaction dates. The resulting gains or losses are included in operations.

(b) Accounting estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit enterprises requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported period. Estimates are used when determining the allowance for uncollectable accounts and useful life of property, plant and equipment. These estimates are reviewed periodically and are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

2. Significant accounting policies, continued

(c) Fund accounting

The organization uses fund accounting procedures which result in a self-balancing set of accounts for each fund established by legal, contractual or voluntary actions. The forest management fund reports activity related to forest management and the general fund reports all other financial affairs of the Board.

(d) Revenue recognition

Revenue from sales of forest products is recognized when title passes to the mills, which generally coincides with the delivery of products by the woodlot owners and wood producers.

Government funding is recorded once eligibility criteria have been met and collection is reasonably assured.

Other revenues are recorded in the period to which they relate and collection is reasonably assured.

(e) Cash and cash equivalents

Cash and cash equivalents include cash and short-term investments with maturities of three months or less from their date of acquisition, which are readily convertible into a known amount of cash, and are subject to an insignificant risk to changes in their fair value.

(f) Property, plant and equipment

Property, plant and equipment are recorded at cost. The organization provides for depreciation using the declining balance method at rates designed to depreciate the cost of the property, plant and equipment over their estimated useful lives. The annual depreciation rates are as follows:

Equipment	30%
Motor vehicles	30%
Furniture and fixtures	20%
Computer equipment	30%

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

2. Significant accounting policies, continued

(g) Financial instruments

*Measurement of financial instruments*

Financial instruments are financial assets or liabilities of the Board where the Board has the right to receive cash or another financial asset from another party or has the obligation to pay cash or other financial assets to another party or equity instruments of another entity.

The Board initially measures its financial instruments at fair value. The Board's financial instruments that are measured at cost or amortized cost, are cash, accounts receivable, accounts payable and accrued liabilities.

Fair value estimates, where applicable, are made at a specific point in time, based on relevant cash flows, market discount rates and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and significant matters of judgment and therefore, cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

*Impairment*

Financial assets that are measured at cost or amortized cost are tested for impairment at each statement of financial position date, to determine whether there are indicators that the asset may be impaired. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account. The reversal may be recorded provided it is no greater than the amount that had been previously reported as a reduction in the asset and it does not exceed original cost. The amount of the write-down and reversal, if any, are recognized in net income in the year in which these occur.

3. Accounts receivable

	2025	2024
Trade receivables	\$ 382,740	\$ 332,637
Other	102,705	83,492
Allowance for doubtful accounts	(4,549)	(5,549)
	<u>\$ 480,896</u>	<u>\$ 410,580</u>



YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

4. Property, plant and equipment

	<u>2025</u>		<u>2024</u>	
	<u>Cost</u>	<u>Accumulated depreciation</u>	<u>Net book value</u>	<u>Net book value</u>
Motor vehicles	\$ 136,983	\$ 52,559	\$ 84,424	\$ 44,784
Furniture and fixtures	63,758	63,600	158	198
Computer equipment	6,330	3,760	2,570	3,672
	<u>\$ 207,071</u>	<u>\$ 119,919</u>	<u>\$ 87,152</u>	<u>\$ 48,654</u>

5. Cash and cheques written in excess of deposits

The organization has an unsecured credit facility which includes an approved operating line that can be drawn upon to a maximum of \$100,000 CDN and \$25,000 USD. At March 31, 2025 the amount drawn on the facility is nil (2024 - nil).

	<u>2025</u>	<u>2024</u>
Cash	<u>\$ 876,533</u>	<u>\$ 841,641</u>

6. Accounts payable

	<u>2025</u>	<u>2024</u>
Trade payables and accrued liabilities	\$ 292,438	\$ 41,447
Receiver General - HST remittance	23,670	62,694
Trucker HST	(179)	(179)
	<u>\$ 315,929</u>	<u>\$ 103,962</u>

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

7. Commitments

As at March 31, 2025, the organization is committed to a lease agreement, ending on June 30, 2025 for its office premises at 1350 Regent Street, Fredericton, New Brunswick. Annual lease commitments, payable in monthly installments of \$2,691, excluding HST are as follows:

2026	\$	8,073
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8. Directors' compensation

During the year, the Directors of the Marketing Board received approximately \$8,430 (2024 - \$14,250) in compensation for their time and expenses. The amount is included in the determination of the current year's excess of revenues over expenses.

9. Financial instrument risks and uncertainties

Transactions in financial instruments may result in an entity assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of financial statements in assessing the extent of risk related to financial instruments.

(a) Fair value

The fair value of current financial assets and current financial liabilities approximates their carrying value due to their short-term maturity dates.

(b) Liquidity risk

The organization does have a liquidity risk in the accounts payable of \$315,929 (2024 - \$103,962). Liquidity risk is the risk that the organization cannot repay its obligations when they become due to its creditors. The organization reduces its exposure to liquidity risk by ensuring that it documents when authorized payments become due and maintains an adequate line of credit to repay trade creditors. In the opinion of management the liquidity risk exposure to the organization is low and is not material.



YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

9. Financial instrument risks and uncertainties, continued

(c) Credit risk

The financial instruments that potentially subject the company to a significant concentration of credit risk consist primarily of cash and accounts receivable.

The company maintains cash balances with Canadian chartered banks which are insured by the Canadian Deposit Insurance Corporation up to \$100,000. From time to time, these balances may exceed the federally insured limits and expose the company to credit risk from concentration of cash. The company limits this risk by transacting with reputable financial institutions.

The organization does have credit risk in accounts receivable of \$480,896 (2024 - \$410,580). The Board believes there is a minimal risk associated with these amounts due to the diversity of its customers and there are no significant concentrations of accounts receivable with any group of customers that are related to each other. The Board minimizes exposure due to credit risk by establishing a process for credit reviews for each of its new customers, continuous monitoring of credit risk and collectability of its existing customer base and considering the impact of current economic conditions on the liquidity of its customers and their ability to meet these financial obligations. The Board provides allowances for any doubtful accounts. In the opinion of management the credit risk exposure to the organization is low and is not material.

(d) Market risk

The Board is exposed to certain market risks including changes in pricing and limited access to foreign markets. These risks are mitigated by management by diligent monitoring of industry developments.

(e) Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The organization is exposed to currency risk on cash, accounts receivable and accounts payable held in U.S. dollars. The organization does not use derivative instruments to reduce its exposure to foreign currency risk. In the opinion of management, the currency risk exposure to the organization is low and is not material.

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
NOTES TO FINANCIAL STATEMENTS  
MARCH 31, 2025

10. International tariffs

Significant tariffs have been threatened and / or imposed by the United States on goods and services imported by the United States and Canada has threatened to impose reciprocal tariffs. The impact of such actions on the organization's operations, if any, were not determinable as of the financial statement release date.

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
SCHEDULES TO FINANCIAL STATEMENTS  
YEAR ENDED MARCH 31, 2025

Schedule of Expenditures

Schedule 1

	<u>2025</u>	<u>2024</u>
Wages and benefits	\$ 253,688	\$ 234,739
Rent	14,920	14,179
Computer maintenance and supplies	8,807	13,969
Director's fees	5,780	13,566
Meetings and seminars	5,234	12,407
Interest and bank charges	5,860	9,194
Telephone and utilities	7,326	9,058
Admin service	-	8,040
Professional fees and other	4,435	8,000
Office and supplies	8,408	5,451
Insurance	4,632	4,451
Bad debt (recovery)	-	4,141
Training	748	2,704
Advertising and promotion	1,783	1,923
Amortization	1,276	1,243
Travel	3,597	1,086
Miscellaneous	631	20
Foreign exchange loss (gain)	(19,213)	(6,728)
	<u>\$ 307,912</u>	<u>\$ 337,443</u>

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
SCHEDULES TO FINANCIAL STATEMENTS  
YEAR ENDED MARCH 31, 2025

Schedule of GNB Silviculture and FMF expenses

Schedule 2

	<u>2025</u>	<u>2024</u>
Treatments	\$ 1,269,474	\$ 837,720
Wages and benefits	252,226	172,031
Seedlings	106,331	85,124
2 billion trees	59,642	104,302
Travel, meetings and seminars	26,670	11,100
Professional fees and dues	15,056	575
Rent	14,920	13,979
Silviculture admin	12,400	8,426
Supplies and computer support	11,334	7,790
Insurance	6,589	6,071
Telephone and communications	4,714	4,039
Bank charges and interest	3,615	-
Director's fees	2,650	687
Staff training	2,053	9,389
Advertising and promotion	1,783	1,612
Amortization	13,972	11,759
Contracted services	-	858
	<u>\$ 1,803,429</u>	<u>\$ 1,275,462</u>

YORK SUNBURY CHARLOTTE FOREST PRODUCTS MARKETING BOARD  
UNAUDITED SCHEDULES TO FINANCIAL STATEMENTS  
YEAR ENDED MARCH 31, 2025

Schedule 3 - Government Funded Silviculture Program

The marketing board received the following funding and incurred expenses related to forest management programs during the fiscal year ended March 31, 2025. This includes funding from the Province of New Brunswick for silviculture treatments on private land in York, Sunbury and Charlotte Counties.

	<u>Revenues</u>	<u>Expenditures</u>
GNB	\$ 1,378,576	
Woodlot Owners Contributions	30,181	
FM Fund	107,677	
Treatments - DNR		1,168,519
Seedling care		106,331
Wages and benefits		129,992
Travel and other		111,592
	<u>\$ 1,516,434</u>	<u>\$ 1,516,434</u>

Schedule 4 - Forest Management Fund Balance

	<u>2025</u>	<u>2024</u>
Opening balance	\$ 621,055	\$ 569,037
Add: FM levy income	128,163	88,692
Add: Grants received	204,097	353,459
Add: Miscellaneous income	35,815	7,364
FM expenses	<u>(394,672)</u>	<u>(397,497)</u>
Ending balance	<u>\$ 594,458</u>	<u>\$ 621,055</u>