

**ALBERTA LUNG ASSOCIATION**  
**O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Financial Statements  
September 30, 2016

## **MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING**

The management of the Alberta Lung Association o/a the Lung Association Alberta & NWT prepared these financial statements and is responsible for their reliability, completeness and integrity. They conform in all material respects to Canadian accounting standards for not-for-profit organizations.

Management maintains the necessary accounting and internal control systems designed to ensure: the timely production of reliable and accurate financial information, the protection of assets (to a reasonable extent) against loss or unauthorized use, and the promotion of operational efficiency. The Board of Directors oversees management's responsibilities for the financial reporting and internal control systems.

The external auditors, appointed by the Board of Directors, conducted an audit of these financial statements in accordance with Canadian generally accepted auditing standards. The Finance and Audit Committee reviewed these financial statements with the external auditors before recommending their approval to the Board of Directors.

Edmonton, Alberta

---

Leigh Allard  
President and Chief Executive Officer

---

Monte Weber, CPA, CA  
Chief Financial Officer

## INDEPENDENT AUDITORS' REPORT

### To the Directors of Alberta Lung Association o/a The Lung Association Alberta & NWT

We have audited the accompanying financial statements of Alberta Lung Association o/a The Lung Association Alberta & NWT, which comprise the statement of financial position as at September 30, 2016, and the statements of operations, changes in net assets 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.

#### *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

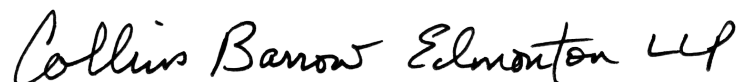
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Alberta Lung Association o/a The Lung Association Alberta & NWT as at September 30, 2016, 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.

Edmonton, Alberta  
November 24, 2016



Chartered Accountants

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Statement of Financial Position  
September 30, 2016

	<u>2016</u>	<u>2015</u>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents (Note 3)	\$ 2,629,387	\$ 2,952,627
Accounts receivable (Note 4)	20,529	25,875
Prepaid expenses and deposits	<u>118,128</u>	<u>134,923</u>
	2,768,044	3,113,425
<b>Investments</b> (Note 5)	787,580	768,540
<b>Property and equipment</b> (Note 6)	14,265	25,382
<b>Intangible asset</b> (Note 7)	<u>6,185</u>	<u>5,901</u>
	<u>\$ 3,576,074</u>	<u>\$ 3,913,248</u>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities (Note 8)	\$ 59,089	\$ 26,442
Deferred contributions (Note 9)	<u>512,324</u>	<u>608,556</u>
	571,413	634,998
<b>NET ASSETS</b>		
<b>Internally restricted net assets</b>	20,450	31,283
<b>Net assets restricted for endowment purposes</b>	787,580	768,540
<b>Unrestricted</b>	<u>2,196,631</u>	<u>2,478,427</u>
	<u>3,004,661</u>	<u>3,278,250</u>
	<u>\$ 3,576,074</u>	<u>\$ 3,913,248</u>

Approved on behalf of the Board

\_\_\_\_\_  
Director

\_\_\_\_\_  
Director

*See accompanying notes to the financial statements*

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Statement of Operations  
For the Year Ended September 30, 2016

	<b>2016</b>	<b>2015</b>
<b>Revenues</b>		
Direct mail campaigns (Schedule 1)	\$ 954,836	\$ 1,060,680
Other campaigns (Schedule 1)	571,045	1,488,255
Gaming revenue	185,002	225,927
Other income (Schedule 1)	124,916	162,031
Grant revenue	<u>49,490</u>	<u>406,767</u>
	<b><u>1,885,289</u></b>	<b><u>3,343,660</u></b>
<b>Expenses</b>		
Fundraising	931,767	824,185
Administration	483,780	483,698
Health initiatives	299,987	744,539
Research and education grants	230,500	233,682
National initiatives	214,956	198,601
Amortization	<u>16,928</u>	<u>14,867</u>
	<b><u>2,177,918</u></b>	<b><u>2,499,572</u></b>
<b>Excess (deficiency) of revenues over expenses</b>	<b><u>\$ (292,629)</u></b>	<b><u>\$ 844,088</u></b>

See accompanying notes to the financial statements

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
**Statement of Changes in Net Assets**  
**For the Year Ended September 30, 2016**

	Internally Restricted	Restricted for Endowment Purposes	Unrestricted	<b>2016 Total</b>	2015 Total
Balance, September 30, 2015	\$ 31,283	\$ 768,540	\$ 2,478,427	<b>\$ 3,278,250</b>	\$ 2,432,262
Excess (deficiency) of revenues over expenses	---	---	(292,629)	<b>(292,629)</b>	844,088
Externally restricted investment income	---	19,040	---	<b>19,040</b>	10,900
Property and equipment and intangible asset purchased	6,095	---	(6,095)	---	---
Amortization of property and Equipment and intangible asset	<u>(16,928)</u>	---	<u>16,928</u>	<u>---</u>	<u>---</u>
Balance, September 30, 2016	<u>\$ 20,450</u>	<u>\$ 787,580</u>	<u>\$ 2,196,631</u>	<u><b>\$ 3,004,661</b></u>	<u>\$ 3,278,250</u>

*See accompanying notes to the financial statements*

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Statement of Cash Flows  
For the Year Ended September 30, 2016

	<b>2016</b>	2015
<b>Cash Provided by (Used in):</b>		
<b>Operating Activities</b>		
Excess (deficiency) of revenues over expenses	\$ (292,629)	\$ 844,088
Items not involving cash:		
Amortization	16,928	14,867
Change in non-cash operating working capital balances (Note 10)	<u>(41,444)</u>	<u>(238,750)</u>
	<u>(317,145)</u>	<u>620,205</u>
<b>Investing Activities</b>		
Purchase of property and equipment	(2,717)	(9,641)
Purchase of intangible asset	<u>(3,378)</u>	<u>(5,901)</u>
	<u>(6,095)</u>	<u>(15,542)</u>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(323,240)</b>	604,663
<b>Cash and cash equivalents, beginning of year</b>	<u><b>2,952,627</b></u>	<u>2,347,964</u>
<b>Cash and cash equivalents, end of year</b>	<u><b>\$ 2,629,387</b></u>	<u>\$ 2,952,627</u>

*See accompanying notes to the financial statements*

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

**1. Purpose of the Association**

The Alberta Lung Association (“Association”) was incorporated under the *Societies Act of Alberta*. Its mission and objective is to improve respiratory health through fundraising, community health education programs and professional education activities.

**2. Summary of Significant Accounting Policies**

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations (“ASNPO”). The precise determination of many assets and liabilities is dependent on future events. As a result, the preparation of financial statements for a period involves the use of estimates and approximations that have been made using careful judgement. Actual results could differ from those estimates and approximations. The financial statements have, in management’s opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below:

**(a) Revenue Recognition**

These financial statements have been prepared using the deferral method of accounting for contributions, the key elements of the revenue recognition policies are:

- (i) Restricted contributions are recognized as revenue in the year in which the related expenses are incurred.
- (ii) Unrestricted contributions are recognized as revenue in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Expenses are recognized when they are incurred.
- (iii) Contributions for endowment are recognized as direct increases in Net Assets Restricted for Endowment Purposes when the donor specifies restrictions on the use of the contributions.
- (iv) Externally restricted net investment income that must be added to the principal amount of resources held for endowment is recognized as direct increases in Net Assets Restricted for Endowment Purposes.

**(b) Donated Services**

The work of the Association is dependent on the voluntary service of many individuals. Since these services are normally not purchased by the Association and because of the difficulty of determining their fair market value, donated services are not recognized in the financial statements.

**(c) Allocation of Expenses**

The Association provides for certain allocation of general operating costs, specifically the cost of rent for the Edmonton office, insurance, computer support/maintenance and professional fees are allocated 37% to Fundraising and 20% to Health Initiatives from Administration. The percentage allocated is based on each department’s percentage share of full-time employees.



**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

2. **Summary of Significant Accounting Policies** (Continued)

(d) Cash and Cash Equivalents

Cash equivalents are highly liquid investments, having a maturity of three months or less at acquisition, that are readily convertible to specified amounts of cash.

(e) Investments

Investments are measured at fair value with any changes in fair value recorded immediately in income for unrestricted investments and recorded as a direct increase in Net Assets Restricted for Endowment Purposes for restricted investments.

(f) Property and Equipment

Property and equipment are recorded at cost. Contributed property and equipment, if any, are recorded at fair value at the date of contribution. Equipment under capital lease is recorded at the present value of the minimum lease payments required under the term of the lease. Amortization is calculated on a straight-line basis over the assets estimated useful lives, at the following rates:

Computer hardware and software	3 years
Furniture and fixtures	5 years
Equipment	4 years

(g) Intangible assets

The website development costs are being amortized on a straight-line basis over the assets estimated useful lives of 3 years. Intangible assets acquired during the year but not placed into use are not amortized until they are placed into use.

(h) Financial Instruments

*Measurement of Financial Instruments*

The Association initially measures its financial assets and financial liabilities at fair value, except for certain non-arm's length transactions.

The Association subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market and financial instruments designated to be measured at fair value, which are measured at fair value. Changes in fair value are recognized in the statement of operations unless otherwise noted. Investments are measured at fair value.

Financial assets measured at amortized cost include cash and cash equivalents and accounts receivable.

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

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

2. **Summary of Significant Accounting Policies** (Continued)

(h) Financial Instruments (Continued)

*Impairment*

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of operations. A previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations.

3. **Cash and Cash Equivalents**

Cash and cash equivalents consist of:

	<u>2016</u>	<u>2015</u>
Unrestricted cash	\$ 807,664	\$ 258,913
Restricted cash	528,351	602,551
Cash equivalents (unrestricted)	<u>1,293,372</u>	<u>2,091,163</u>
	<u>\$ 2,629,387</u>	<u>\$ 2,952,627</u>

Restricted cash consists of cash restricted for special projects, gaming activities, Edmonton Thoracic Society and Campaign for a Smoke-Free Alberta and Smoke-Free Calgary (Note 17).

Cash equivalents consist of a short term non-redeemable Guaranteed Investment Certificates maturing October 25, 2016, with a 0.10% interest rate.

4. **Accounts Receivable**

Accounts receivable include the following:

	<u>2016</u>	<u>2015</u>
Trade receivables	\$ 9,001	\$ 19,190
Goods and Services Tax receivable	<u>11,528</u>	<u>6,685</u>
	<u>\$ 20,529</u>	<u>\$ 25,875</u>

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

**5. Investments**

The fair value of the investments as at September 30, 2016 is \$787,580 (2015 - \$768,540). The investments have been designated as follows:

	<u>2016</u>	<u>2015</u>
Externally restricted for endowment purposes	<u>\$ 787,580</u>	<u>\$ 768,540</u>

Investment income earned on resources held for endowment is required by the donor to be reinvested back into the Endowment and as such is recorded as a direct increase in Net Assets Restricted for Endowment Purposes. Investment income consists of interest, dividends and gains/(losses). Investment income for the year ended September 30, 2016 is \$19,040 (2015 - \$10,900) and has been reflected as a direct increase in the net assets restricted for endowment purposes.

In order to earn optimal financial returns at an acceptable level of risk, the Association has established an investment policy with maximum asset mix ranges of 3% to 40% for cash and money market securities, 60% to 97% for fixed income securities and 0% to 10% for equities. Risk is reduced through asset class diversification, diversification within each asset class and quality constraints on fixed income securities and equity investments.

(a) Interest Rate Risk

The Association manages the interest rate risk exposure of its fixed income investments by management of average duration and laddered maturity dates.

(b) Currency Risk

The Association is not exposed to foreign exchange fluctuations on its investments as investments are not comprised of any foreign securities or foreign currency denominated investments.

(c) Credit Risk

The Association's investment policy restricts the types and proportions of eligible investments, thus mitigating the Association's exposure to market risk. The following are key components of the Association's investment policy:

- Minimum 70% of the portfolio is to be invested in high quality bonds, with a minimum credit rating of AA as defined by Standard & Poors and/or Dominion Bond Rating Services (DBRS).
- Minimum credit rating standard of "BBB" as defined by Standard & Poors, and/or DBRS at time of purchase.
- Maximum allowable investment in "BBB" credit bonds as defined by Standard & Poors, and/or DBRS: 10%
- Maximum allowable investment in "A" as defined by Standard & Poors, and/or DBRS credit bonds: 10%
- Maximum allowable investment in corporate bonds: 50% of portfolio
- Maximum allowable investment in non-rated bonds: 10% of portfolio
- Minimum credit rating for preferred share securities: P1 low, as defined by Standard & Poors or Dominion Bond Rating Service.

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

**6. Property and Equipment**

Details of property and equipment are as follows:

	<u>2016</u>			<u>2015</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net</u>	<u>Net</u>
Computer hardware and software	\$ 39,170	\$ 31,954	\$ 7,216	\$ 18,129
Furniture and fixtures	104,514	102,460	2,054	2,739
Equipment	13,061	8,066	4,995	4,514
	<u>\$ 156,745</u>	<u>\$ 142,480</u>	<u>\$ 14,265</u>	<u>\$ 25,382</u>

**7. Intangible Asset**

Details of the intangible asset are as follows:

	<u>2016</u>			<u>2015</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net</u>	<u>Net</u>
Website	<u>\$ 9,278</u>	<u>\$ 3,093</u>	<u>\$ 6,185</u>	<u>\$ 5,901</u>

**8. Accounts Payable and Accrued Liabilities**

Accounts payable and accrued liabilities include payroll remittances of \$nil at September 30, 2016 (September 30, 2015 - \$1,178).

**9. Deferred Contributions**

Deferred contributions represent unspent externally restricted resources. Changes in the deferred contributions balance are as follows:

	<u>2016</u>			<u>2015</u>
	<u>Gaming</u>	<u>Health Initiatives</u>	<u>Total</u>	<u>Total</u>
Balance, beginning of year	\$ 182,135	\$ 426,421	\$ 608,556	\$ 805,036
Amounts received/receivable during the year	80,508	174,281	254,789	593,103
Amounts recognized as revenue	<u>(185,002)</u>	<u>(166,019)</u>	<u>(351,021)</u>	<u>(789,583)</u>
Balance, end of year	<u>\$ 77,641</u>	<u>\$ 434,683</u>	<u>\$ 512,324</u>	<u>\$ 608,556</u>

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

**10. Change in Non-Cash Operating Working Capital Balances**

	<u>2016</u>	<u>2015</u>
Accounts receivable	\$ 5,346	\$ 16,131
Prepaid expenses	16,795	12,458
Accounts payable and accrued liabilities	32,647	(70,859)
Deferred contributions	<u>(96,232)</u>	<u>(196,480)</u>
	<u>\$ (41,444)</u>	<u>\$ (238,750)</u>

**11. Related Party Transactions**

The Association is affiliated with the Canadian Lung Association ("CLA") and other provincial associations across Canada. Each provincial association operates autonomously.

The CLA collects and disburses donations on behalf of the provincial associations. In addition, for the year ended September 30, 2016, the Association paid CLA monthly research and general assessments totalling \$81,827 (2015 - \$78,471) and \$133,129 (2015 - \$120,130) respectively. The CLA is also a participant of the Association's pension plan and each party (CLA and the Association) is responsible for its own commitment to the plan.

During the year, \$53,000 (2015 - \$76,000) was paid to the University of Alberta for research projects that are overseen by a member of the board of directors.

All related party transactions are in the normal course of operations and measured at the exchange amount which is the amount agreed to between the related parties.

**12. Allocation of Expense**

The Association provides for certain allocation of general operating costs, specifically the cost of rent for the Edmonton office, equipment rent and repairs, insurance, computer support/maintenance and professional fees are allocated 37% to Fundraising and 20% to Health Initiatives from the Administration. The percentage allocated is based on each department's percentage share of full-time employees. The allocation for the year ended September 30, 2016 is as follows:

	<u>2016</u>		
	<u>Allocated to</u>		<u>Allocated (from)</u>
	<u>Fundraising</u>	<u>Health Initiatives</u>	<u>Administration</u>
Rent	\$ 53,362	\$ 28,844	\$ (82,206)
Equipment rent and repairs	3,741	2,022	(5,763)
Insurance	1,261	681	(1,942)
Computer support/maintenance	17,958	9,707	(27,665)
Professional fees	<u>4,361</u>	<u>2,358</u>	<u>(6,719)</u>
	<u>\$ 80,683</u>	<u>\$ 43,612</u>	<u>\$ (124,295)</u>

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

12. **Allocation of Expense** (Continued)

	2015		
	Allocated to		Allocated (from)
	Fundraising	Health Initiatives	Administration
Rent	\$ 50,654	\$ 45,026	\$ (95,680)
Equipment rent and repairs	3,642	3,238	(6,880)
Insurance	1,168	1,038	(2,206)
Computer support/maintenance	15,649	13,910	(29,559)
Professional fees	4,408	3,919	(8,327)
	<u>\$ 75,521</u>	<u>\$ 67,131</u>	<u>\$ (142,652)</u>

The Association does not allocate any fundraising costs.

13. **Commitments**

The Association has committed to the following payments:

- (a) Office premises under a lease agreement that expires March 30, 2017.
- (b) Colour photocopier under a lease agreement that expires June 30, 2019.
- (c) Printer under a lease agreement that expires March 31, 2016.
- (d) Consulting services under contract ending December 2016.
- (e) Mail machine under a lease agreement that expires September 30, 2019.

Minimum annual payments for each of the remaining years are as follows:

2017	\$ 50,734
2018	\$ 9,170
2019	\$ 5,025

14. **Defined Contribution Pension Plan**

Employees of the Association participate in a defined contribution registered pension plan administered by Manulife Financial.

The Association is required to make current service contributions to the plan of 5% of earnings. Total contributions made by the Association to the plan for the year were \$27,800 (2015 - \$25,954).

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

**15. Fundraising Act of Alberta**

The following additional information has been included to comply with the disclosure requirements of the *Charitable Fund Raising Act* of Alberta.

Gross contributions received were \$1,642,410 (2015 - \$2,685,652).

Soliciting contributions include:

Direct mail campaigns, third party fundraising, unsolicited service clubs, staff funds, health partners, foundations, memorials and bequests.

The total expenses incurred for the purposes of soliciting contributions were \$932,063 (2015 - \$825,367). There were no disbursements of contributions that equalled or exceeded 10% of gross contributions received.

The total amount paid as remuneration to employees of the Association whose principle duties involved fundraising were \$406,031 (2015 - \$247,166).

The use of these contributions was through Research, Education and Awareness which includes:

- Provincial & National Medical Research Grants
- Provincial Medical Studentship Grants
- Provincial & National Program Grants

**16. Income Tax Status**

The Association is a registered charity within the meaning of the *Income Tax Act* (Canada) Section 149(1)(f) and, as such, is exempt from income taxes.

**17. Funds Held on Behalf of Others**

The Association holds the funds on behalf of the Campaign for Smoke-Free Alberta (CSFA), Smoke-Free Calgary (CSFC) and Edmonton Thoracic Society (ETS). These funds are reported in the Association's financial statements and have been included in restricted cash with a corresponding amount as deferred contributions.

**Campaign for a Smoke Free Alberta (CSFA)**

The Association is a member of CSFA. This group is comprised of 7 member (provincial) organizations including Canadian Cancer Society (CCS), Heart and Stroke Foundation (HSF), Action on Smoking and Health (ASH), Alberta Health Services (AHS), Alberta Public Health Association and Alberta Policy Coalition for Chronic Disease Prevention (APCCP). Operational decisions are made on a consensus basis. Expenses and cheques are reviewed and approved by 2 member organizations, currently the Association and ASH.

**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
Notes to the Financial Statements  
For the Year Ended September 30, 2016

---

17. **Funds Held on Behalf of Others** (Continued)

**Campaign for a Smoke Free Alberta (CSFA)** (Continued)

The objective is to develop, manage and execute a provincial advocacy strategy to secure an adequately funded comprehensive tobacco reduction plan for Alberta that includes tobacco taxation, tobacco control legislation, tobacco sales and marketing, regulations and evidence-based tobacco programs. CSFA is not a legal entity; it is a coalition of member organizations.

Operating grants offered by the Association to CSFA, for the 2015-2016 fiscal year is \$nil. Administrative support is given to CSFA by the Association staff with no compensation.

**Campaign for a Smoke Free Calgary (CSFC)**

The Association is a member of Campaign for a Smoke Free Calgary (CSFC). This group is comprised of member organizations in the Calgary area. Decisions are made based on the majority of member responses. Reimbursement and payment cheques are approved by a coalition Co-Chair and processed by the Association.

Smoke Free Calgary is a coalition of organizations, invested in the tobacco reduction effort, working towards a tobacco free Calgary. CSFC is not a separate legal entity, but a coalition of member organizations. The Association provides in-kind administrative support for funds processing.

**Edmonton Thoracic Society (ETS)**

ETS was established to educate both patients and health providers about chronic lung illness and obtains funding through corporate sponsorship requests for their education seminars. ETS is not a separate legal entity, but a coalition of lung health professionals. The Association provides administrative support through volunteers and does not receive any compensation.



**ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT**  
**Schedule of Revenue** **Schedule 1**  
For the Year Ended September 30, 2016

	<u>2016</u>	<u>2015</u>
<b>Revenue</b>		
Direct mail campaigns		
Christmas seals	\$ 544,676	\$ 589,445
Lung research	129,448	174,917
Summer Cards	128,328	144,896
Artworks	97,221	96,142
Renewal	<u>55,163</u>	<u>55,280</u>
	<u>\$ 954,836</u>	<u>\$ 1,060,680</u>
Other Campaigns		
Bequests	\$ 187,255	\$ 1,081,471
Community fundraising	134,084	191,929
Monthly donors	92,357	86,203
Other donation income	83,574	18,437
Memorials	<u>73,775</u>	<u>110,215</u>
	<u>\$ 571,045</u>	<u>\$ 1,488,255</u>
Other Income		
Foundation revenue	\$ 57,500	\$ 57,500
Corporate sponsorship	49,668	79,086
Interest	9,361	13,638
Other revenue	<u>8,387</u>	<u>11,807</u>
	<u>\$ 124,916</u>	<u>\$ 162,031</u>

See accompanying notes to the financial statements