

Financial Statements

Inter-Varsity Christian Fellowship of Canada

December 31, 2024

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Independent Auditor's Report

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To the Members of Inter-Varsity Christian Fellowship of Canada

Opinion

We have audited the financial statements of Inter-Varsity Christian Fellowship of Canada ("Inter-Varsity"), which comprise the statement of financial position as at December 31, 2024, and the statements of activities and changes in fund balances, 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 Inter-Varsity as at December 31, 2024, 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 Inter-Varsity in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of management and those charged with governance for the financial statements

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

In preparing the financial statements, management is responsible for assessing Inter-Varsity's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate Inter-Varsity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing Inter-Varsity's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements 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 Inter-Varsity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on Inter-Varsity'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 Inter-Varsity 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.

Mississauga, Canada June 25, 2025 Chartered Professional Accountants Licensed Public Accountants

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| Statement of Financial Position December 31 | 2024 | 2023 |
|---|--|--|
| Assets Current Cash Short-term investments (Note 4) | \$ 177,074 830,877 | \$ 201,813 605,515 |
| Amounts receivable (Note 13) Prepaid expenses | 454,287 178,231 1,640,469 | 801,369 110,134 1,718,831 |
| Investments (Note 4) Property and equipment (Note 5) | 1,458,602 <u>15,588,945</u> | 1,583,010 13,798,184 |
| | <u>17,047,547</u> \$ 18,688,016 | 15,381,194 \$ 17,100,025 |
| Liabilities Current Bank indebtedness (Note 7) Amounts payable and accrued liabilities (Note 13) Deferred revenue Loan payable (Note 8) | \$ 970,531 273,651 690,567 1,505,530 3,440,279 | \$ 1,114,915 174,391 548,695 2,012,462 3,850,463 |
| Fund balances Operating Invested in property and equipment Internally designated (Note 6) Externally restricted (Note 6) Endowment (Note 6) | (7,559,248) 15,588,945 5,945,519 772,513 500,008 | (8,698,005) 13,798,184 7,123,888 525,487 500,008 13,249,562 |
| Commitments and contingencies (Note 9) | <u>\$18,688,016</u> | \$ 17,100,025 |
| On behalf of the Board of Directors Director | TRose D | irector |

Inter-Varsity Christian Fellowship of Canada Statement of Activities and Changes in Fund Balances

Year ended December 31

| | | Operating Fund | | | | | Property | | Special Purpose | | | | | | | |
|---|-----|--------------------------|----|------------------------|-----|---------------------------|----------|--------------------------------------|--------------------|---------------------------------|----|------------------------------|----|---|-----|---|
| | | National | | Camp | auı | Campus | | Total | | Fund | | Funds | | 2024 | | 2023 |
| Revenue | | | | | | | | | | | | (Note 6) | | | | |
| Donations Camp income Campus income | \$ | 2,058,041 | \$ | 2,420,022 7,017,232 | \$ | 3,994,008 - 105,278 | \$ | 8,472,071 7,017,232 105,278 | \$ | 1,950,000 - - | \$ | 1,772,872 | \$ | 12,194,943 7,017,232 105,278 | \$ | 10,231,361 6,470,911 49,548 |
| Other revenue Investment income (los | s)_ | 192,727 | | 1,131,399 - | | - | | 1,324,126 | | 321,417 <u>-</u> | | 134,938 138,572 | _ | 1,780,481 138,572 | | 1,167,126 194,254 |
| | | 2,250,768 | _ | 10,568,653 | _ | 4,099,286 | _ | 16,918,707 | | 2,271,417 | | 2,046,382 | | 21,236,506 | | 18,113,200 |
| Expenses Camp ministries Campus ministries National services Amortization | _ | - - 2,888,653 - | | 10,849,557 | | 4,276,954 - - | | 10,849,557 4,276,954 2,888,653 | | 9,208 - - - 481,377 | | 262,528 26,121 443,933 | | 11,121,293 4,303,075 3,332,586 481,377 | | 11,085,952 4,552,367 2,936,823 427,407 |
| | _ | 2,888,653 | _ | 10,849,557 | _ | 4,276,954 | _ | 18,015,164 | _ | 490,585 | _ | 732,582 | _ | 19,238,331 | _ | 19,002,549 |
| Surplus (deficiency) of revover expenses | ven | iue (637,885) | | (280,904) | | (177,668) | | (1,096,457) | | 1,780,832 | | 1,313,800 | | 1,998,175 | | (889,349) |
| Interfund transfers | | 1,274,388 | | 623,682 | | 337,144 | | 2,235,214 | | 9,929 | | (2,245,143) | | | | <u>-</u> |
| Changes in fund balances | s | 636,503 | | 342,778 | | 159,476 | | 1,138,757 | | 1,790,761 | | (931,343) | | 1,998,175 | | (889,349) |
| Fund balances, beginning of year | _ | (6,535,143) | | (3,441,539) | _ | 1,278,677 | | (8,698,005) | | 13,798,184 | | 8,149,383 | | 13,249,562 | | 14,138,911 |
| Fund balances, end of year | \$ | (5,898,640) | \$ | (3,098,761) | \$ | 1,438,153 | \$ | (7,559,248) | \$ | 15,588,945 | \$ | 7,218,040 | \$ | 15,247,737 | \$_ | 13,249,562 |

Inter-Varsity Christian Fellowship of Canada Statement of Cash Flows

December 31 2024 2023 (Decrease) increase in cash Operating Excess (deficiency) of revenue over expenses \$ 1,998,175 (889,349)Items not involving cash Donation of property and equipment (1,950,000)Gain on disposal of property and equipment (320,802)Amortization of property and equipment 481.377 427.407 Unrealized investment gain (146,924)(54,028)61,826 (515,970)Net change in non-cash working capital items Amounts receivable 347,082 (424,502)Prepaid expenses (68,097)3,490 Amounts payable and accrued liabilities 99,260 (94,480)Deferred revenue 141,872 659,027 520,117 143,535 581,943 (372,435)Financing (Payments to) proceeds from bank indebtedness (net) (144,384)716,435 Repayment of loan payable (506,932)(85,754)(651,316)630,681 Investing Changes in investments (net) 45,970 868,418 Proceeds on sale of property and equipment 425,001 Additions to property and equipment (426, 337)(1,154,875)44,634 (286,457)Net decrease in cash (24,739)(28,211)Cash Beginning of year 201,813 230,024 End of year 177,074 201,813

December 31, 2024

1. Nature of organization

The mission of Inter-Varsity Christian Fellowship of Canada ("Inter-Varsity") is the transformation of Canada's youth, students and graduates into fully committed followers of Jesus Christ. Inter-Varsity is a member movement of International Fellowship of Evangelical Students.

Inter-Varsity is incorporated under the Canada Not-for-Profit Corporations Act and is a charitable and not-for-profit organization, registered by the Canada Revenue Agency (CRA) for tax-deductible contributions.

2. Working capital deficiency

As at year end, Inter-Varsity's current liabilities exceed its current assets by \$1,799,810 (2023 - \$2,131,632). Inter-Varsity is taking action to remedy this deficiency by forecasting working capital requirements, and ensuring the operating budget, which includes donation, camp and campus revenue, generates an increase in working capital.

3. 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 significant accounting policies used are as follows:

Estimates

The preparation of the financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. The most significant estimates relate to the collectability of amounts receivable and the useful lives of property and equipment. Actual results may differ from those estimates.

Fund accounting

Inter-Varsity uses fund accounting to present its financial statements whereby resources for particular purposes are classified for accounting and reporting purposes into one of the following funds:

- (i) Operating fund
 - Operating fund, which includes camp and campus ministries, accounts for Inter-Varsity's program delivery and administration activities.
- (ii) Property fund

Property fund includes investments in property and equipment.

(iii) Special purpose funds

Special purpose funds comprise internally designated funds to record donations or funds designated by the Board of Directors for specific purposes for camp and campus ministries (Note 6); externally restricted funds to record donations with external restrictions (Note 6); and an endowment fund to be maintained permanently which relates to the Cathy Nicoll Alberta Pioneer Camp Leadership Program for leadership training purpose (Note 6).

December 31, 2024

3. Summary of significant accounting policies (continued)

Revenue recognition

Inter-Varsity follows the restricted fund method of accounting for restricted contributions. Externally restricted contributions are recognized as revenue of the appropriate restricted fund in the fiscal period in which they are received. Unrestricted contributions are recognized as revenue in the fiscal period received or receivable if the amount to be received can be estimated and collection is reasonably assured. Endowment contributions are recognized as revenue of the endowment fund in the fiscal period in which they are received.

Investment income earned from the externally restricted funds is recognized as revenue of those funds when earned and in proportion to the fund balances when the investment income is also externally restricted.

Camp fees and fees for conferences and events are recognized as revenue of the operating fund when the related camp sessions, conferences and events are held. Deferred revenue represents camp fees received in advance of the camp.

Campus income is recognized as revenue when the campus event or conference is held.

Other income is recognized as revenue when the event or conference is held. This also includes grants from provincial governments which are recorded as revenue in the period the related expenses are incurred.

Contributions by volunteers

Volunteers contribute many valuable hours to assist Inter-Varsity in carrying out its objectives and ministries. Many of the camp and campus ministries of Inter-Varsity would not be possible without the contribution of dedicated volunteers, which is appreciated by Inter-Varsity but due to the difficulty in determining the fair value of these contributions, they are not recognized in these financial statements.

Property and equipment

Property and equipment purchased by Inter-Varsity are recorded at cost and those donated to Inter-Varsity are recorded at their fair market value at the date of acquisition. Inter-Varsity provides for the amortization of its property and equipment on a straight-line basis at the following annual rates:

Buildings 30 to 40 years Equipment 3 to 5 years

Long-lived assets, including property subject to amortization, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability is measured by a comparison of the carrying amount to the estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of the asset exceeds its estimated future cash flows, an impairment charge is recognized in the amount by which the carrying amount of the asset exceeds the fair value of the asset.

Foreign currency translation

Current monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at exchange rates prevailing at the statement of financial position date. Revenue and expenses are translated at rates approximating the rates of exchange prevailing on the date of the related transaction. Adjustments arising on the translation of foreign currencies are included in the statement of activities and changes in fund balances.

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3. Summary of significant accounting policies (continued)

Financial instruments

Inter-Varsity considers any contract creating a financial asset, liability, or equity instrument as a financial instrument, except in limited circumstances. Inter-Varsity's financial instruments comprise cash, amounts receivable, investments, bank indebtedness, amounts payable and loan payable.

Financial assets and liabilities obtained in arm's length transactions are initially recorded at their fair value. Inter-Varsity subsequently measures investments at fair value. All other financial instruments are measured at amortized cost, net of any provision for impairment in the case of financial assets. Unrealized gains and losses on investments are recognized in the statement of activities and changes in fund balances.

Financial assets and liabilities in related party transactions are initially measured at cost, with the exception of certain instruments which are initially measured at fair value. Inter-Varsity does not have any financial assets or liabilities in related party transactions which are initially measured at fair value.

Financial assets and liabilities recognized in related party transactions are subsequently measured based on how Inter-Varsity initially measured the instrument. Financial instruments initially measured at cost are subsequently measured at cost, less any impairment for financial assets. Financial instruments initially measured at fair value, of which Inter-Varsity has none, would be subsequently measured at amortized cost or fair value based on certain conditions.

Financial assets are tested for impairment at the end of each reporting period when there are indicators the asset may be impaired. If an impairment exists, the asset is written down. If previously recognized, an impairment loss would be reversed to the extent of the improvement provided the asset is not carried at an amount, at the date of reversal, greater than the amount that would have been the carrying amount had no impairment loss been recognized previously. The amounts of any write-downs or reversals would be recognized in the statement of activities and changes in fund balances.

4. Investments

Investments consist of the following:

| | 2024 | 2023 |
|---|-------------------|-------------------|
| Cash and cash equivalents | \$ 465,915 | \$ 186,919 |
| Guaranteed investment certificates Fixed income | 160,000 | 160,000 |
| US equities | 497,139 62,089 | 690,636 87,084 |
| Canadian equities | 1,104,336 | 1,063,886 |
| | 2,289,479 | 2,188,525 |
| Less: short-term investments | (830,877) | (605,515) |
| Long-term investments | \$ 1,458,602 | \$ 1,583,010 |

December 31, 2024

5. Property and equipment

| | Cost | Accumulated Amortization | 2024 Net Book Value | 2023 Net Book Value |
|--------------------------------|---|--------------------------------|---------------------------------------|---------------------------------------|
| Land Buildings Equipment | \$ 2,112,657 20,638,020 2,114,885 | \$ - 7,359,228 1,917,389 | \$ 2,112,657 13,278,792 197,496 | \$ 1,892,657 11,645,152 260,375 |
| | \$ 24,865,562 | \$ 9,276,617 | \$ 15,588,945 | \$ 13,798,184 |

Included in buildings is \$23,677 (2023 - \$1,501,400) of work in progress. No amortization has been taken on these assets as they are still in progress and not ready for their intended use.

6. Special purpose funds

| | Opening Balances December 31 2023 | Revenue | <u>Expenses</u> | Transfers | Closing Balances December 31 2024 |
|-----------------------------|--|--------------|-----------------|----------------|--|
| Internally designated funds | \$ 7,123,888 | \$ 1,312,005 | \$ (304,804) | \$ (2,185,570) | \$ 5,945,519 |
| Externally restricted funds | 525,487 | 734,377 | (427,778) | (59,573) | 772,513 |
| Endowment funds | 500,008 | | | | 500,008 |
| | \$ 8,149,383 | \$ 2,046,382 | \$ (732,582) | \$ (2,245,143) | \$ 7,218,040 |

7. Bank indebtedness

Inter-Varsity holds a line of credit with The Bank of Nova Scotia for \$2,000,000. The line is executed through a 'mirror netting' arrangement that monitors the balances in all bank accounts held by Inter-Varsity. As at December 31, 2024, the line of credit was drawn down by \$877,994 (2023 - \$1,002,313) and bears interest at prime plus 1.00%. The difference between the amount drawn down as at December 31, 2024 of \$877,994 (2023 - \$1,002,313) and the balance reported on the statement of financial position of \$970,531 (2023 - \$1,114,915) is a result of reconciling items due to timing differences.

December 31, 2024

8. Loan payable

2024 2023

Bank floating rate non-revolving term loan, repayable in monthly payments of \$8,458 (2023 - \$14,795) principal plus interest, bearing interest at a floating rate of prime lending rate plus 1.0% per annum, due in full in October 2025

\$ 1,505,530 \$ 2,012,462

Inter-Varsity holds a \$1,505,530 non-revolving term loan. The facilities (bank indebtedness and term loan) are secured through a general security agreement and a first collateral mortgage of \$4,300,000 on the Ontario Pioneer camp property.

Financial covenants imposed by the bank require the ratio of EBITDA to interest expense plus the current portion of long-term debt and capital leases to be maintained at all times at 1.25 or better, calculated annually. As at December 31, 2024, the Organization was in compliance with its financial covenants.

The loan is due for renewal in October 2025, for which the term and rates are to be negotiated.

9. Commitments and contingencies

Operating leases

Inter-Varsity leases a parcel of property at Crimson Lake at nominal annual rates, which is used by Alberta Pioneer Camps and expires December 31, 2030.

Inter-Varsity's operating lease agreement for office rent expires in 2027 and office equipment and other IT service agreements expires in 2025 to 2030.

Minimum future payments are as follows:

| 2025 | \$ 418,012 |
|------------|------------|
| 2026 | 275,698 |
| 2027 | 98,536 |
| 2028 | 14,942 |
| 2029 | 11,943 |
| Thereafter | 2,943 |
| | \$ 822.074 |

December 31, 2024

9. Commitments and contingencies (continued)

Gift from Crossroads Christian Communication Inc. ("Crossroads")

On April 1, 2011, Inter-Varsity received a donation from Crossroads transferring full legal title and control of the properties and operations of five camps operating as Circle Square Ranch located in Halkirk, Alberta; Wolseley, Saskatchewan; Austin, Manitoba; Brantford, Ontario; and Arden, Ontario.

In the event Inter-Varsity elects at any time in the twelve year period following this transfer to (i) sell, lease, license or otherwise dispose, (ii) cease to operate any of the properties for two consecutive summers, or (iii) Inter-Varsity ceases to operate as a camping ministry, and provided that Crossroads is then a charity in good standing with the CRA, Inter-Varsity is obligated to transfer to Crossroads, as an unconditional cash gift, amounts specified in the agreement as fair market value at April 1, 2011.

These amounts are subject to a reduction over the aforementioned twelve-year period as follows: (i) years one through four, a reduction of 5% per year; (ii) years five through eight, a reduction of 7.5% per year; and (iii) years nine through twelve, a reduction of 12.5% per year. However, Inter-Varsity may elect to sell any of the gifted properties over the next twelve years for the express intention of operating a summer camp to replace the property sold, provided the purchase of a new property occurs within twelve months of the receipt of the proceeds of such sale. In that event, Inter-Varsity shall not be obligated to pay any funds to Crossroads as a result of such a disposition.

The Circle Square Ranch Brantford property includes a 10,934 square foot single storey warehouse. As part of the transfer agreement on April 1, 2011, Crossroads retains an option to purchase the portion of the land gifted upon which this warehouse resides for a purchase price of \$10. This purchase option expires on March 31, 2032 and is subject to Crossroads' ability to obtain the required approvals to sever this specified portion of the land at its sole cost and expense.

Litigation

During previous years, Inter-Varsity was named a co-defendant in four legal claims against the organization related to historical events. The potential liability, if any, with respect to these claims are not determinable. Any loss related to these claims would be recorded in the year during which the amount of the liability is able to be estimated or adjustments to the amount recorded are determined to be required.

10. Pension plan

Inter-Varsity maintains a defined contribution pension plan for its employees. Included in the statement of activities and changes in fund balances are contributions to the plan by Inter-Varsity of \$175,514 (2023 - \$179,709) during the fiscal year.

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11. Related party transactions

Inter-Varsity has agency agreements with IVCF-USA and the International Fellowship of Evangelical Students ("IFES"). Donations and grants to approved programs operated by IVCF-USA totalled \$268,230 (2023 - \$134,602). Donations and grants to approved programs operated by IFES totalled \$274,304 (2023 - \$241,760). Donations and grants received from IFES were \$113,320 (2023 - \$96,570).

During the year, Inter-Varsity received donations and grants from Canadian Inter-Varsity Christian Fellowship Inc. ("CIVCF") of \$370,808 (2023 - \$613,633). CIVCF is a 501(c) (3) charity established in 2007 to provide friends and alumni in the United States a means of supporting the ministries of Inter-Varsity in Canada. Donations to staff made through IVCF-USA are received through CIVCF.

12. Government remittances payable

There are no outstanding government remittances payable as at December 31, 2024 and 2023.

13. Financial instruments

Inter-Varsity's main financial instrument exposure, unchanged from the prior year, is detailed as follows:

Credit risk

Credit risk arises from the potential that camp fees are not paid. Inter-Varsity is exposed to credit risk relating to its amounts receivable as failure of any of these parties to fulfill their obligation could result in financial losses. No single party accounts for a significant balance of amounts receivable. The recorded allowance for doubtful accounts is insignificant and there have been no significant changes from the prior year.

Liquidity risk

Inter-Varsity's liquidity risk represents the risk that Inter-Varsity could encounter difficulty in meeting obligations associated with the amounts payable, bank indebtedness and loan payable. Inter-Varsity manages its liquidity risk by maintaining sufficient cash balances and monitoring forecasted and actual cash flows. There have been no significant changes from the prior year.

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13. Financial instruments (continued)

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk, and other price risk.

Currency risk

Currency risk is the risk arising from the change in price of one currency against another. Inter-Varsity is not exposed to significant currency risk.

Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Inter-Varsity is exposed to interest rate risk on fixed income investments as the value of these investments will change with market fluctuations. Interest on Inter-Varsity's bank indebtedness and loan payable is subject to a variable interest rate. Changes in the prime rate can cause fluctuations in interest payments and cash flows.

Other price risk

Other price risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or other factors affecting all similar financial instruments traded in the market. Inter-Varsity is exposed to other price risk through its equity investments.

14. Comparative figures

Certain of the comparative figures have been reclassified to conform to the financial statement presentation adopted in the current year.

During the year, Inter-Varsity noted that it had overstated its amounts receivable and deferred revenue as at December 31, 2023 by \$1,322,962. As a result, a reclassification of amounts receivable and deferred revenue of \$1,322,962 were adjusted in the statement of financial position as at December 31, 2023. There was no impact on the statement of activities and changes in fund balances or the statement of cash flows as a result of this change.