

# **The New Brunswick Museum**

Consolidated Financial Statements  
**For The Year Ended March 31, 2011**

# CONTENTS

	Page
<b>AUDITOR'S REPORT</b>	1
<b>CONSOLIDATED FINANCIAL STATEMENTS</b>	
Statement of Financial Position	2
Statement of Financial Operations and Changes in Fund Balances	3
Notes to Financial Statements	4 - 14

## **Auditors' Report**

### **To the Directors of The New Brunswick Museum**

We have audited the accompanying consolidated financial statements of **The New Brunswick Museum** (the "Museum") which comprise the consolidated statement of financial position as at March 31, 2011 and the consolidated statement of financial operations and changes in fund balances 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 generally accepted accounting principles, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

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

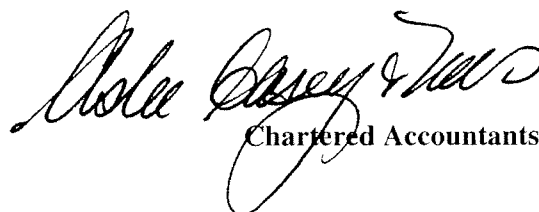
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or 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 New Brunswick Museum as at March 31, 2011, and its financial performance for the year then ended in accordance with Canadian generally accepted accounting principles.

June 25, 2011  
Saint John, NB

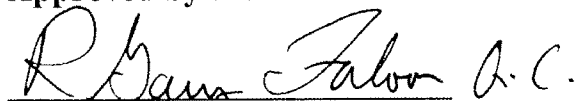
  
Chartered Accountants

# The New Brunswick Museum

Consolidated Statement of Financial Position  
As at March 31, 2011

ASSETS	Property and				2011	2010
	General Fund	Equipment Fund	Restricted Fund	Endowment Fund		
	\$	\$	\$	\$	\$	\$
<b>Assets</b>						
Cash	147,266	-	5,054	9,607	161,927	119,250
Short-term investments (note 3)	74,906	-	13,044	340,137	428,087	147,300
Accounts receivable - trade	43,880	-	8,735	10,048	62,663	48,659
Accounts receivable - grants	127	-	144,117	-	144,244	85,488
Due from Province of New Brunswick	-	-	59,505	-	59,505	109,853
Prepaid expenses	80,543	-	2,140	-	82,683	40,842
Inventory	43,745	-	-	-	43,745	50,320
	390,467	-	232,595	359,792	982,854	601,712
<b>Investments</b> (note 3)	-	-	-	1,342,574	1,342,574	1,491,874
<b>Property and Equipment</b> (note 4)	-	57,965	-	-	57,965	100,256
<b>Collection and Accessions</b> (note 2)	2	-	-	-	2	2
	<u>390,469</u>	<u>57,965</u>	<u>232,595</u>	<u>1,702,366</u>	<u>2,383,395</u>	<u>2,193,844</u>
<b>LIABILITIES AND FUND BALANCES</b>						
<b>Current Liabilities</b>						
Accounts payable and accrued liabilities	125,166	-	92,140	-	217,306	181,934
Due to Province of New Brunswick	60,492	-	-	-	60,492	-
Interfund loans	186,181	-	(158,005)	(28,176)	-	-
	<u>371,839</u>	<u>-</u>	<u>(65,865)</u>	<u>(28,176)</u>	<u>277,798</u>	<u>181,934</u>
<b>Fund Balances</b>						
Unrestricted	18,630	-	-	-	18,630	17,203
Internally restricted	-	-	67,079	18,787	85,866	94,054
Externally restricted	-	-	231,381	-	231,381	222,986
Endowments	-	-	-	1,501,718	1,501,718	1,411,606
Cumulative net unrealized gains and losses on available for sale endowment assets	-	-	-	210,037	210,037	165,805
Property and equipment	-	57,965	-	-	57,965	100,256
	<u>18,630</u>	<u>57,965</u>	<u>298,460</u>	<u>1,730,542</u>	<u>2,105,597</u>	<u>2,011,910</u>
	<u>390,469</u>	<u>57,965</u>	<u>232,595</u>	<u>1,702,366</u>	<u>2,383,395</u>	<u>2,193,844</u>

Approved by the Board of Directors

  
Director

  
Director

# The New Brunswick Museum

## Consolidated Statement of Financial Operations and Changes in Fund Balances For the year ended March 31, 2011

	General Fund \$	Property and Equipment Fund \$	Restricted Fund \$	Endowment Fund \$	2011 Total \$	2010 Total \$
<b>Revenues</b>						
Grants						
Provincial	2,150,500	-	95,825	-	2,246,325	2,329,554
Federal	-	-	142,604	-	142,604	31,501
Interest income	1,251	-	25	57,993	59,269	57,582
Webster Foundation	-	-	-	41,800	41,800	45,420
Museum services (note 7)	164,565	-	1,882	-	166,447	195,420
Other grants	-	-	284,681	-	284,681	125,146
Bequests and donations	-	-	80,507	43,793	124,300	88,594
	<u>2,316,316</u>	<u>-</u>	<u>605,524</u>	<u>143,586</u>	<u>3,065,426</u>	<u>2,873,217</u>
<b>Expenditures</b>						
Salaries and benefits	1,904,607	-	223,600	-	2,128,207	2,097,838
Materials, supplies and services	449,714	-	345,633	13,629	808,976	689,419
Collections and accessions	14,368	-	40,371	-	54,739	52,773
Amortization	-	42,291	-	-	42,291	45,195
Research grants	-	-	2,500	-	2,500	5,000
	<u>2,368,689</u>	<u>42,291</u>	<u>612,104</u>	<u>13,629</u>	<u>3,036,713</u>	<u>2,890,225</u>
<b>Excess (deficiency) of revenues over expenditures</b>	(52,373)	(42,291)	(6,580)	129,957	28,713	(17,008)
<b>Gain (loss) on sale of investments</b>	-	-	-	20,743	20,743	4,378
<b>Net surplus (deficit)</b>	(52,373)	(42,291)	(6,580)	150,700	49,456	(12,630)
<b>Fund balance - Beginning of year</b>	<u>17,203</u>	<u>100,256</u>	<u>294,238</u>	<u>1,600,213</u>	<u>2,011,910</u>	<u>1,895,144</u>
	(35,170)	57,965	287,658	1,750,913	2,061,366	1,882,514
<b>Inter fund transfers</b>	53,800	-	10,802	(64,602)	-	-
<b>Unrealized gains and losses on available for sale financial assets arising during the year</b>	-	-	-	62,893	62,893	129,396
<b>Reclassification adjustment for gains included in Statement of Operations</b>	-	-	-	(18,662)	(18,662)	-
<b>Fund balance - End of year</b>	<u>18,630</u>	<u>57,965</u>	<u>298,460</u>	<u>1,730,542</u>	<u>2,105,597</u>	<u>2,011,910</u>

# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

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## 1. Nature of Organization

The New Brunswick Museum (the “Museum”) is incorporated under the laws of the Province of New Brunswick. As New Brunswick’s provincial museum, it is the principal repository and steward of material that documents or represents the natural and human history of New Brunswick and other related regions. The New Brunswick Museum works in partnership with institutions and communities to collect, preserve, research and interpret material to foster a greater understanding and appreciation of New Brunswick provincially and globally.

The Museum is registered as a charitable organization under the Income Tax Act (the “Act”) and, as such, is exempt from income taxes and is able to issue donation receipts for income tax purposes. In order to maintain its status as a registered charity under the Act, the Museum must meet certain requirements within the Act. In the opinion of management, these requirements have been met.

## 2. Significant Accounting Policies

### Financial Instruments

The Museum adopted Sections 3862 and 3863 of the CICA Handbook dealing with the disclosure and presentation of Financial Instruments. These standards enhance disclosure requirements to provide additional information on the nature and extent of risks arising from financial instruments to which an entity is exposed and how it manages those risks.

### Revenue Recognition

#### (i) General revenue

Grants from the Province of New Brunswick and other government agencies are recognized when there is evidence that an arrangement exists, the services have been provided and collection is reasonably assured. Bequests and donations are recognized when received. Other revenue from sales and services is recognized when the transaction is completed and collection is reasonably assured.

#### (ii) Investment revenue

Investment income comprises interest from fixed income investments, dividends from equity investments and realized gains and losses on the sale of investments. Revenue is recognized on an accrual basis. Interest on fixed income investments is recognized over the terms of these investments using the effective interest method.

### Financial Statement Presentation

In order to ensure observance of the limitations and restrictions placed on the use of resources available to the Museum, the accounts of the Museum are maintained in accordance with the principles of fund accounting. Accordingly, resources are classified for accounting and reporting purposes into separate funds. These funds are held in accordance with the objectives specified by the donors or in accordance with directives issued by the Board of Directors (the “Board”) or various funding authorities.

# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

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## 2. Significant Accounting Policies (Continued)

These consolidated financial statements include the accounts of The New Brunswick Museum and its subsidiary, The New Brunswick Museum Foundation, Inc.

For financial reporting purposes, the accounts have been classified into the following four groupings.

### (i) General Fund

This fund reflects the day-to-day operating transactions of the Museum.

### (ii) Property and Equipment Fund

This fund reports the property and equipment owned by the Museum. The Museum's premises are provided by the Province of New Brunswick.

Assets are stated at cost and are amortized on a straight-line basis over their estimated useful lives as follows:

Computer equipment	33%
Equipment	20%
Furniture	10%

In the year of acquisition, amortization is calculated over the number of months the related asset is available for use.

### (iii) Restricted Fund

This fund includes amounts received by the Museum which are designated to be for certain restricted activities. Such restricted activities include the following:

*Grants* - Amounts received from various governments and private agencies to finance specific projects.

*Department of Canadian Heritage* - Amounts received from the Department of Canadian Heritage for specific projects that foster access by present and future generations of Canadians to their human, natural, artistic and scientific heritage.

*Bequests and donations* - Amounts received from sources which place specific restrictions on their use.

*Internally restricted funds* - Amounts restricted by the Board for exhibitions and gallery upgrades. This also includes funds received from activities of the staff in the curatorial departments to assist in financing specific project expenditures.

# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

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## 2. Significant Accounting Policies (Continued)

### (iv) Endowment Fund

This fund includes amounts held for the long-term benefit of the Museum, the income from which is to be used for various restricted purposes. The Endowment Fund includes the following individual funds whose stated purpose is as follows:

*General Donation Fund* - All undesignated donations are applied to this Fund upon receipt. Board Resolution may subsequently transfer these donations to the Legacy Collection or Named Donor Endowment Funds. Principal and income deriving from the Fund may be used for programs or collections of the Museum, at the discretion of the Board.

*Legacy Endowment Fund* - Income from the Legacy Endowment Fund is used to fund programs of the Museum.

*Collection Endowment Fund* - Income from the Collections Fund is designated for the acquisition of artifacts for the Museum's collection.

#### *Research Endowment Funds*

*Matthew Research Fund* - Established by the New Brunswick Museum in 1987 to support geological research in New Brunswick by non-staff researchers. Research grants are reviewed and approved by Management upon recommendation of the Curator of Geology.

*Christie Research Fund* - Established by the New Brunswick Museum in 1987 to support research in natural science by non-staff researchers. Research grants are reviewed and approved by Management upon recommendation of the Curator of Zoology.

*Named Donor Endowment Funds* - These funds comprise individual trusts established to carry out the terms and conditions of certain bequests, as required. Disbursements from these trusts are made in accordance with the terms set by the donor.

*Webster Fund* - Funds received from the Webster Foundation are applied toward certain humanities programs under the General Fund.

Interest income earned on these contributions is classified as externally restricted assets to be applied towards the programs described above. Amounts approved by the Board to be transferred to the General Funds in the following financial year to fund such projects are classified as internally restricted assets.



# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

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## 2. Significant Accounting Policies (Continued)

### Investments

Investments consist of equities and fixed income investments with maturity dates greater than twelve months from the year end date. Fixed income investments maturing within twelve months from the year-end date are classified as current. The investments are classified as available for sale and are recorded at fair value as it is not management's primary objective to generate trading profits from short term fluctuations in price or to hold investments to maturity. Transaction costs associated with the acquisition and disposal of investments are capitalized and are included in the acquisition costs or reduce proceeds on disposal. Investment management fees are expensed as incurred. The purchase and sale of investments are accounted for using trade-date accounting.

### Inventories

Inventories are measured at the lower of cost and net realizable value, with cost being determined using the weighted average cost method. Net realizable value is the estimated selling price in the ordinary course of business, less any applicable variable selling costs. The cost of inventories comprised all costs of purchase and other costs incurred in bringing the inventories to their present location and condition. The costs of purchase comprise the purchase price, import duties and non-recoverable taxes directly attributable to the acquisition of inventory.

### Collections and Accessions

Collections and accessions are recorded at a nominal value. Additions to the collections are expensed in the year of acquisition.

The collections of the Museum comprise a wide range of subject matter from the Humanities, Archives and Research, Library and Natural Science, which are relevant to New Brunswick and have been continually acquired since the institution's foundation in 1842. The humanities holdings, numbering about 116,000 artifacts, include history and technology artifacts, fine and decorative arts. The Archives and Research library holds 375 meters of archival material, 35,000 photographs, 46,400 monographs including 500 periodical titles. The Natural Science holdings, numbering about 356,000 specimens or specimen lots, include geological, palaeontological, botanical and zoological collections.

### Contributed Services

Volunteers contributed approximately 1,600 hours (2010 - 1,100) to assist the Museum in carrying out its service delivery activities. The value of donated time is not recognized in these statements.

### Management Estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenditures during the reporting period. Estimates are used for, but not limited to, provisions for doubtful accounts and inventory obsolescence and amortization. Actual results could differ from those estimates.

# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

## 3. Investments

Investments comprise the following:

	2011	2010
	\$	\$
<b>Short-term investments</b>		
Treasury bills and mutual funds	93,652	63,004
Bonds maturing within one year	334,435	84,296
	<u>428,087</u>	<u>147,300</u>
<b>Long-term investments</b>		
Bonds	673,002	861,932
Equities	669,572	629,942
	<u>1,342,574</u>	<u>1,491,874</u>

## 4. Property and Equipment

	<u>2011</u>		<u>2010</u>	
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
	\$	\$	\$	\$
Computer equipment	249,539	241,744	7,795	21,381
Equipment	380,944	340,742	40,202	65,503
Furniture	85,996	76,028	9,968	13,372
	<u>716,479</u>	<u>658,514</u>	<u>57,965</u>	<u>100,256</u>

## 5. Financial Instruments

In accordance with Section 3855, Financial Instruments - Recognition and Measurement, financial instruments are classified into one of the following five categories; held for trading, held to maturity, loans and receivables, available for sale, or other financial liabilities. The classification determines the accounting treatment of the instrument. The classification is determined by the Museum when the financial instrument is initially recorded, based on the underlying purpose of the instrument.

The financial assets and financial liabilities of the Museum are classified and measured as follows:

Financial Asset/ Liability	Category	Measurement
Cash	Held for trading	Fair value
Accounts receivable	Loans and receivables	Amortized cost
Investments	Available for sale	Fair value
Accounts payable and accrued liabilities	Other financial liabilities	Amortized cost

# The New Brunswick Museum

Notes to Consolidated Financial Statements  
For the year ended March 31, 2011

## 5. Financial Instruments (Continued)

Financial instruments measured at amortized cost are initially recognized at fair value and then subsequently at amortized cost with gains and losses recognized in the statements of financial operations in the period in which the gain or loss occurs. Changes in fair value of financial instruments classified as available for sale are recorded in the statements of changes in fund balances until realized, at which time they are recorded in the statements of financial operations.

### Fair Value of Financial Instruments

The fair value of a financial instrument is the estimated amount that the Museum would receive or pay to settle a financial asset or financial liability as at the reporting date.

The fair values of investments are determined by reference to published bid price quotations in an active market at year-end for fixed income investments and equities.

### Risk Management

The Museum manages its exposure to the risks associated with financial instruments that have the potential to affect its operating and financial performance in accordance with its risk management policy. The objective of the policy is to reduce volatility in cash flow and earnings. The Board of Directors monitors compliance with risk management policies and reviews these policies and procedures on an annual basis. The Museum does not use derivative financial instruments to manage its risks.

The Museum has exposure to the following risks associated with its financial instruments. Analysis of sensitivity to specified risks is provided where there may be an effect on the results of operations or financial position. Sensitivity analysis is performed by relating the reasonably possible changes in the risk variables at March 31, 2011 to financial instruments outstanding on that date.

The financial instruments of the Museum and the nature of risks which they may be subject to are as follows:

<u>Financial Instrument</u>	<u>Risks</u>				
	<u>Credit</u>	<u>Liquidity</u>	<u>Currency</u>	<u>Interest Rate</u>	<u>Other Price</u>
Measured at amortized cost					
Accounts receivable	X			X	
Accounts payable		X		X	
Measured at fair value					
Cash on deposit	X			X	
Investments	X	X	X	X	X

# The New Brunswick Museum

Notes to the Consolidated Financial Statements  
For the year ended March 31, 2011

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## 5. Financial Instruments (Continued)

### Credit Risk

The Museum is exposed to credit risk resulting from the possibility that parties may default on their financial obligations, or if there is a concentration of transactions carried out with the same party or if there is a concentration of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions. The Museum does not directly hold any collateral as security for financial obligations.

The maximum exposure of the Museum to credit risk at March 31, 2011 is as follows;  
\$

Cash	161,927
Accounts receivable	266,412
Canadian fixed income investments	<u>1,770,661</u>
	<u>2,199,000</u>

Cash and investments: Credit risk associated with cash and Canadian fixed income investments is minimized substantially by ensuring that these assets are invested in financial obligations of governments, major financial institutions that have been accorded investment grade ratings by a primary rating agency, and/or other credit worthy parties. An ongoing review is performed to evaluate changes in the status of the issuers of securities authorized for investment under the Museum investment policy.

Accounts receivable: Credit risk associated with amounts receivable is minimized by the Museum's diverse customer base and the fact that a large portion is due from federal and provincial government agencies. The Museum follows a program of credit evaluations of customers and limits the amount of credit extended when deemed necessary. The Museum maintains allowances for potential credit losses, and any such losses to date have been within management's expectations.

Management believes concentrations of credit risk with respect to accounts receivable is limited due to the number and credit quality of the parties extended credit.

Accounts receivable net of allowances for doubtful accounts at March 31, 2011 include trade receivables, grants receivable and amounts due from the Province of NB. The aging for these amounts is summarized as follows:

	\$
Current	74,166
31-60 days past billing date	3,947
61-90 days past billing date	92
Greater than 90 days past billing date	<u>188,207</u>
Total amounts receivable	266,412
Less: Allowance for doubtful accounts	<u>-</u>
	<u>266,412</u>

# The New Brunswick Museum

Notes to the Consolidated Financial Statements  
For the year ended March 31, 2011

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## 5. Financial Instruments (Continued)

The Museum must make estimates in respect of the allowance for doubtful accounts. Current economic conditions, historical information, reason for the accounts being past due and line of business from which the receivable arose are all considered in the determination of when to allow for past due accounts; the same factors are considered when determining whether to write off amounts charged to the allowance account against the amounts receivable. Management is of the opinion that no allowance for doubtful accounts is necessary.

### Liquidity Risk

Liquidity risk is the risk that the Museum will not be able to meet a demand for cash or fund its obligations as they come due. Liquidity risk also includes the risk of the Museum not being able to liquidate assets in a timely manner at a reasonable price.

The Museum meets its liquidity requirements by preparing and monitoring detailed forecasts of cash flows from operations and anticipated investing and financing activities and holding assets that can be readily converted into cash.

### Market Risk

The Museum is exposed to market risk through the fluctuation of financial instrument fair values due to changes in market prices. The significant market risks to which the Museum is exposed are currency risk, interest rate risk and other price risk.

### Currency Risk

Currency risk refers to the risk that the fair value of financial instruments or future cash flows associated with the instruments will fluctuate relative to the Canadian dollar due to changes in foreign exchange rates. The functional currency of the Museum is the Canadian dollar. The Museum infrequently carries out transactions in U. S. dollars and does not use foreign exchange forward contracts. The investment portfolio of the Museum is held primarily in Canadian bonds and securities and is therefore exposed to minimal currency risk.

### Interest Rate Risk

Interest rate risk refers to the risk that the fair value of financial instruments or future cash flows associated with the instruments will fluctuate due to changes in market interest rates. The interest rate exposure of the Museum arises from its interest bearing assets. The Museum has no interest bearing liabilities.

The Museum manages its exposure to the interest rate risk by maintaining the minimum liquidity necessary to conduct operations on a day-to-day basis. Excess funds are invested in short term treasury bills. Fluctuations in market rates of interest on cash do not have a significant impact on the Museum's results of operations.

# The New Brunswick Museum

Notes to the Consolidated Financial Statements  
For the year ended March 31, 2011

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## 5. Financial Instruments (continued)

The primary objective of the Museum with respect to its investments in fixed income investments is to ensure the security of principal amounts invested and provide for a high degree of liquidity, while achieving a satisfactory investment return.

The Museum manages the interest rate risk exposure of its fixed income investments by using a laddered portfolio with varying terms to maturity. The laddered structure of maturities helps to enhance the average portfolio yield while reducing the sensitivity of the portfolio to the impact of interest rate fluctuations. Investments in equity securities are not exposed to significant interest rate risk.

### Other Price Risk

Other price risk refers to the risk that the fair value of financial instruments or future cash flows associated with the instruments will fluctuate because of changes in market prices (other than those arising from currency risk or interest rate risk). The Museum is exposed to equity securities price risk because of its investment in equities.

The Museum has an investment fund policy and the Endowment Fund investments are managed by a professional fund manager. The investment policy of the Museum is designed to ensure that the Museum's assets are invested in prudent manner. In order to optimize returns at an appropriate level of risk, the policy provides guidelines to asset quality, diversity and asset mix consisting of 0% to 10% cash and equivalent, 50% to 65% fixed income investments and 25% to 40% equities.

As at March 31, 2011 the Museum had \$669,572 of investments exposed to other price risk. If the average market prices at that date had been 4% higher or lower, with all other variables held constant, unrealized gains or losses on available for sale investments would have been \$26,782 higher or lower respectively, arising as a result of an increase or decrease in the fair value of the equities classified as available for sale.

The sensitivity analyses included in this note should be used with caution as the changes are hypothetical and are not predictive of future performance. The above sensitivities are calculated with reference to year-end balances and will change due to fluctuations in the balances in the future. In addition, for the purpose of the sensitivity analyses, the effect of a variation in a particular assumption on the fair value of the financial instruments was calculated independently of any change in another assumption. Actual changes in one factor may contribute to changes in another factor, which may magnify or counteract the effect on the fair value of the financial instrument.

## 6. Capital Disclosures

For its own purposes, the Museum defines capital that it manages as the sum of its fund balances. The Museum is not subject to externally imposed requirements on its capital other than on its endowments and restricted funds that have been received for specific purposes. For the year ended March 31, 2011 the Museum has complied with these restrictions. The Museum's objectives when managing capital are to match generally the structure of its capital to the underlying nature and term of the assets being financed and to hold sufficient unrestricted net assets to enable it to withstand negative unexpected financial events, in order to maintain stability in the financial

# The New Brunswick Museum

Notes to the Consolidated Financial Statements  
For the year ended March 31, 2011

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## 6. Capital Disclosures (Continued)

structure. The Museum seeks to minimize the exposure to financial leverage and variable rate financial obligations and to maintain sufficient liquidity to enable it to meet its obligations as they become due. The Museum holds short term marketable securities to ensure sufficient liquidity. The associated assets are invested under a prudent investment policy designed to ensure a market-related long term return on investments.

## 7. Museum Services

Museum services consist of the following revenue and expenditures:

	2011	2010
	\$	\$
<b>Revenues</b>		
Gift shop, programs and other	239,366	299,277
Admissions	101,021	91,011
Facility rentals	15,738	24,375
Membership	<u>10,899</u>	<u>12,422</u>
	367,024	427,085
<b>Expenditures</b>		
Gift shop, programs and other	<u>200,577</u>	<u>231,665</u>
	<u>166,447</u>	<u>195,420</u>

# The New Brunswick Museum

Notes to the Consolidated Financial Statements  
For the year ended March 31, 2011

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## 8. General Funds Revenues and Expenditures - Detailed Comparison to Budget

	2011 Actual \$	2011 Budget (unaudited) \$
<b>Revenues</b>		
Provincial grants	2,150,500	2,171,500
Museum services	164,565	230,000
Investment income	<u>1,251</u>	<u>2,500</u>
	<u>2,316,316</u>	<u>2,404,000</u>
<b>Expenditures</b>		
Salaries and benefits	1,903,607	1,976,900
Operations	224,592	245,000
Curatorial and library	58,584	80,000
Marketing and development	88,576	80,000
Exhibition and technical services	67,248	52,500
Outreach	2,727	10,000
Visitor services	<u>23,355</u>	<u>19,000</u>
	<u>2,368,689</u>	<u>2,463,400</u>
<b>Deficiency of revenues over expenditures</b>	<u>(52,373)</u>	<u>(59,400)</u>

## 9. Commitments

Minimum annual commitments under long-term operating leases are as follows:

	\$
Year ending March 31, 2012	6,312

## 10. Future Accounting Changes

The Accounting Standards Board has proposed that not-for profit organizations select from one of two available sets of accounting standards and apply that set for annual financial statements relating to fiscal years beginning on or after January 1, 2012. The Museum is currently evaluating the implications of the adoption of these new standards.