

Nova Scotia Jobs Fund

Annual Report

2018-2019



Introduction

The Nova Scotia Jobs Fund Act was proclaimed December 21, 2011, replacing the Industrial Development Act (Industrial Expansion Fund).

The Jobs Fund (the Fund) was created to provide investment to support economic development such as attracting businesses, sustaining or increasing employment, promoting growth, renewal and restructuring in economic regions or sectors and pursuing regional or strategic initiatives. Investments were made to support activities such as productivity, capital expansion, and working capital.

Starting in 2014, government shifted away from investments in specific businesses. Government is focused on broader economic objectives, such as workforce, sector and regional development, as well as having the right policies, laws, and accountability measures to foster private-sector growth.

Effective May 1, 2014, the Jobs Fund was closed to new transactions. It is, however, still comprised of 49 active, contractual economic development agreements, including investments approved under the Industrial Expansion Fund, all of which require monitoring and administration. Some of the investments currently still active in the Fund date back to the mid-1980s.

In 2015, the Province of Nova Scotia transferred administration of the Jobs Fund portfolio to NSBI, while the Minister of Business maintains oversight of the Fund.

The Fund balance as of March 31, 2014 (prior to the closing of the Fund on May 1, 2014) was \$746,015,000. The Fund balance as of March 31, 2019 was \$527,777,943.

The asset value of the Jobs Fund is also expected to decrease over time as development incentives are paid, loan forgiveness is earned, and as principal is repaid on loans. As with any loan portfolio, economic and business circumstances may result in write-off of bad debt in future years.

Portfolio Makeup

Within the Jobs Fund, different instruments were structured to respond to companies with specific economic development situations. The resulting variety of financial instruments included the following:



Repayable Loans

These were typically repayable, secured and interest-bearing loans.



Royalty Rights

Repayment may be structured based on revenues or other measurable activity.



Concessionary Loans

These were structured with security and repayment, but there may be provisions for the forgiveness for all or a portion of the principal, typically based on job creation.



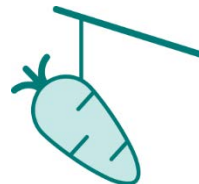
Guarantees (utilized)

Offered to a financial institution to provide additional support for loans or lines of credit. An annual fee is charged to the company for use of this instrument.



Shares

These could be in the form of common shares or preferred shares. Repayment may be in the form of dividends.



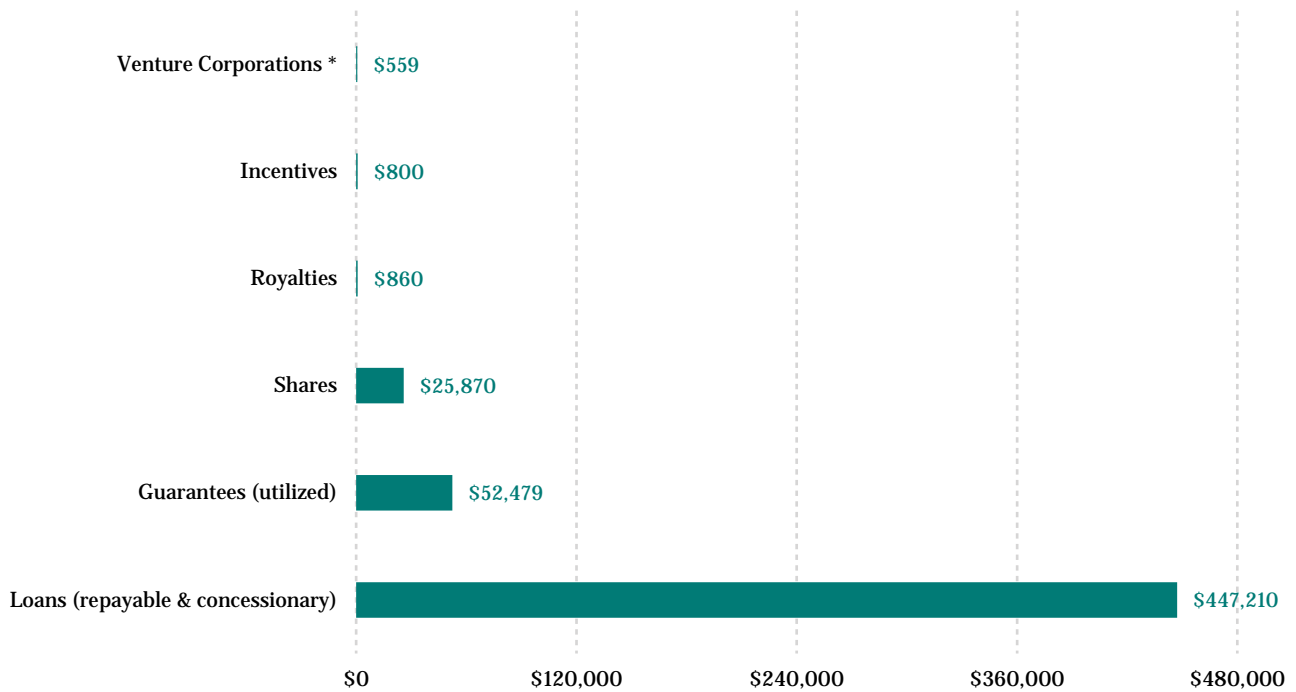
Incentives

Monies are paid as incentives after a company meets certain conditions such as job creation or capital expenditure.

As shown by the following graph, the two largest categories of the Jobs Fund portfolios are loans (repayable and concessionary) and guarantees (utilized).

The balance of the Fund as at March 31, 2019, was \$527,777,943, which is comprised of:

Jobs Fund Portfolio by Investment Type ('000s) as at March 31, 2019

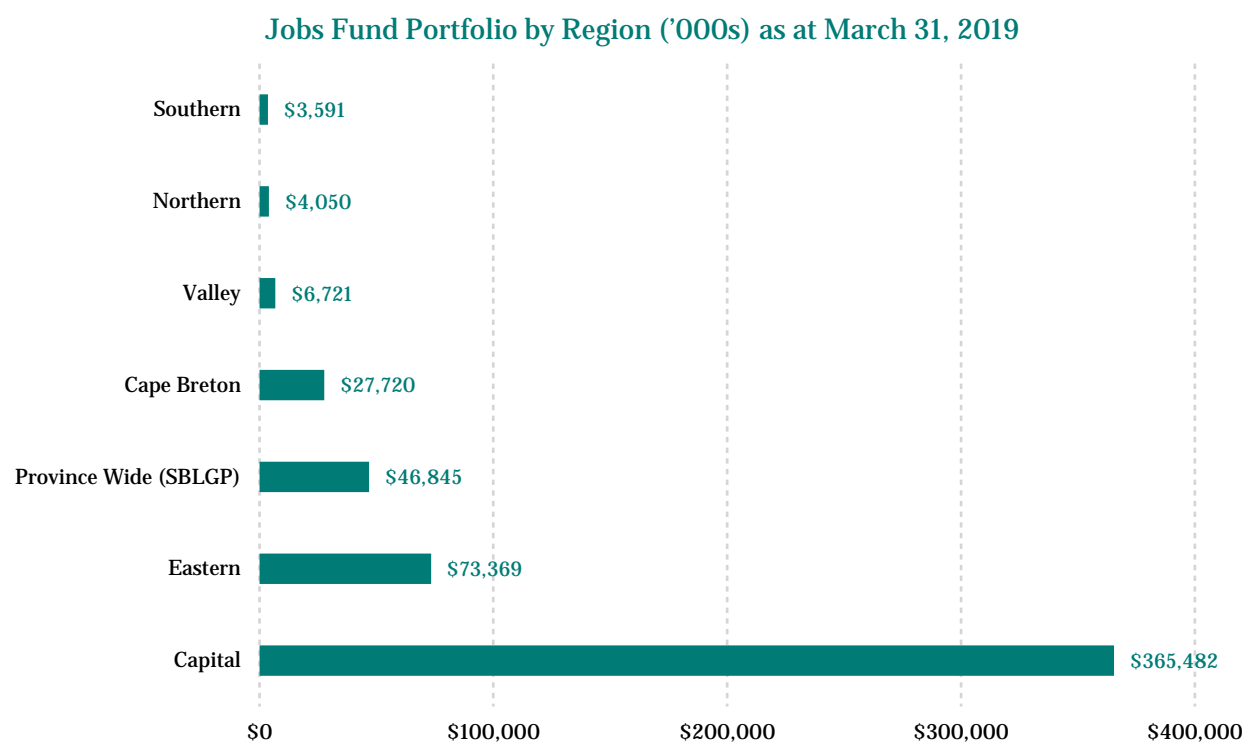


*Represents investments made under the Venture Corporations Act.

The geographic location of current Jobs Fund companies shows that the top three areas are the Capital region, followed by Eastern, then by province wide.

Within the Capital region, most of the value of the portfolio is linked to agreements with Irving Shipbuilding Inc. regarding the National Shipbuilding Procurement Strategy. In addition, the Small Business Loan Guarantee Program (SBLGP), administered by the Credit Unions in Nova Scotia, is a province-wide program that provides financing to companies throughout Nova Scotia.

The balance of the Fund as at March 31, 2019, was \$527,777,943, which is comprised of:



Region	Counties
Cape Breton	Inverness, Richmond, Victoria, Cape Breton
Capital	Halifax
Eastern	Pictou, Antigonish, Guysborough
Northern	Cumberland, Colchester
Southern	Queens, Lunenburg, Shelburne, Digby, Yarmouth
Valley	Hants, Kings, Annapolis

Aggregate Changes in the Jobs Fund Portfolio

As of its proclamation in 2011, the original authorization amount for the Jobs Fund (including predecessor funds) was \$892 million. This represented the maximum envelope within which agreements may be signed. If agreement totals do not equal \$892 million, there is a remaining uncommitted amount. Since the Fund was closed in April 1, 2014, uncommitted amounts cannot be used for additional agreements going forward.

The asset value of the Jobs Fund is also expected to decrease over time as development incentives are paid, loan forgiveness is earned, and as principal is repaid on loans. As with any loan portfolio, economic and business circumstances may result in write-off of bad debt in future years.

Changes to Number of Companies in the Fund in the 2018/19 fiscal year

- As of April 1, 2018, there were 52 companies in the portfolio.
- Two companies earned their total eligible incentive amounts.
- Five companies repaid loans in full.
- The loans of six companies were deemed to be uncollectable and written-off as bad debt.
- As of April 1, 2019, there were 39 companies in the Jobs Fund portfolio.

Portfolio Activity in the 2018/19 fiscal year

- \$29.9 million was paid by companies in principal and interest payments.
- \$61.3 million in development incentives and loan forgiveness were earned by companies.
- \$9.8 million in debt was deemed to be uncollectable and written-off as bad debt.
- \$0.7 million was paid by companies as fees.



Survey

To gauge client metrics, NSBI requested that all companies with active Jobs Fund files as of the fiscal year 2018/19 provide the following data: total revenue, total employment (in full-time equivalents), total annual payroll, and exporting activity and export-derived sales data.

Survey Response

Surveys were sent to the 34 active companies in the portfolio. 24 companies responded to the survey. The number of companies that responded represents 46.2 per cent of all companies in the portfolio (70.6 per cent of active and non-province-wide programs) and 94 per cent of the value of the Jobs Fund portfolio, based on outstanding dollar value.

This data request was voluntary as opposed to mandatory because the contractual agreements signed between the companies and the Jobs Fund did not include terms and conditions requiring such data capture and dissemination.

The information provided and compiled herein is not part of an independent, third-party designed data collection. Nor is the information subject to an independent, third-party audit. The information contained herein comes from Jobs Fund portfolio companies that voluntarily submitted the information. The administrator (NSBI) is not responsible for the accuracy of the supplied information.

The data represents a snapshot in time* but provides an indication of the activity of the companies in the portfolio. Differences in the results from previous surveys are related to the number and type of companies that responded. As the portfolio reduces in the number of companies, it would be expected that there would be a reduction in revenues, employment and total export sales.

** Note: the survey was conducted for the first time for fiscal 2015/16 and has continued for each fiscal period thereafter.*

Companies responding to the survey indicated that they had \$4.7 billion dollars in sales with 71.8 per cent of sales occurring outside Nova Scotia. Of respondents to the survey, 58.3 per cent indicated that they export outside Nova Scotia. In 2018 there were 1,017 international exporters in Nova Scotia (NS Finance and Treasury Board) and 79,951 businesses¹.

Revenue including exports of reporting companies

	2017/18	2018/19
Total Revenue	\$742,025,578	\$4,669,856,820
Number of companies exporting outside Nova Scotia	7 58.3 per cent of respondents	14 58.3 per cent of respondents
Export Sales (estimated, includes sales made outside of Nova Scotia)	\$335,182,102 45.2 per cent of total sales	\$3,355,059,755 71.8 per cent of total sales

Not strictly comparable year to year

Employment was a consideration for some of the agreements entered into for both the Jobs Fund and its predecessors. Expressed in full-time equivalent terms, employment at responding firms was 9,689 with an associated payroll of \$751.8 million. The derived average salary is \$77,596, which is approximately 71.3 per cent higher than the Nova Scotia average of \$45,310².

Revenue including exports of reporting companies

	2017/18	2018/19
Total full-time equivalents (FTEs)	2,326	9,689
Total Annual Payroll	\$159,367,672	\$751,843,704
Average Salary (payroll/FTEs)	\$68,516	\$77,596

Not strictly comparable year to year

¹ Derived from Statistics Canada (Stats Can table 12-10-0098-01, and CANISM 552-0001).

² Derived from Statistics Canada (Stats Can table 14-10-0204-01).



#	Account Name	Portfolio Status	Contract Date	Funding Amount	Original Investment Structure	Original Purpose
1	Authentic Seacoast Company Ltd.	Active Portfolio Account	Sep-12	\$1,000,000	Forgivable loan	New building, equipment, and working capital for distillery
2	Bluedrop Performance Learning Inc.	Active Portfolio Account	Mar-12	\$1,700,000	Loan	Equipment and leaseholds
3	CanJam Trading Limited	Active Portfolio Account	Jun-04	\$1,850,000	Loan	Working capital
4	CelluFuel Inc.	Active Portfolio Account	Sep-13	\$1,500,000	Loan	Capital equipment purchase to establish a biodiesel demonstration facility
5	Chorus Aviation Inc.	Active Portfolio Account	Jul-12	\$12,000,000	Loan	Funding for expansion - hanger improvements, purchase of building, building modifications
6	CKF Inc.	Active Portfolio Account	Jul-13	\$8,700,000	Loan	Equipment acquisition and compressed natural gas facility
7	Cooke Aquaculture Inc.	Active Portfolio Account, Amount Rescinded	Jun-12	\$25,000,000	Forgivable loan	Four projects in Nova Scotia. Forgivable in part based on completion of projects, employment levels and investment in industry research
8	Credit Unions (Nova Scotia Co-operative Council)	Active Portfolio Account	Jun-03	\$50,000,000	Guarantee	Small business loan program, original commitment \$6,000,000. Increased to \$50,000,000
9	DRUM! Live Inc.	Active Portfolio Account	Sep-04	\$235,000	Loan	Development of DRUM, a stage production
10	DRUM! Live Inc.	Active Portfolio Account	Aug-09	\$1,100,000	Forgivable loan, development incentive	Completion of show DVD and shows in other cities
11	DSME Trenton Ltd.	Active Portfolio Account	Mar-10	\$6,000,000	Loan	Stand-by working capital
12	DSME Trenton Ltd.	Active Portfolio Account, Amount Rescinded	Mar-10	\$30,000,000	Loan	Purchase of equipment, and working capital

#	Account Name	Portfolio Status	Contract Date	Funding Amount	Original Investment Structure	Original Purpose
13	DSME Trenton Ltd.	Active Portfolio Account	Mar-10	\$19,600,000	Common shares	Purchase of equipment, facility, employee costs and working capital
14	E & M Burgess Enterprises Limited	Active Portfolio Account	Nov-06	\$300,000	Loan	Building and equipment
15	E & M Burgess Enterprises Limited	Active Portfolio Account	Jul-09	\$100,000	Loan	Working capital
16	EPC Industries Limited	Active Portfolio Account	Feb-13	\$7,100,000	Loan	Equipment
17	Halifax Biomedical Incorporated	Active Portfolio Account	Mar-08	\$900,000	Royalty rights	Expansion project
18	Harbourside Commercial Park Inc.	Active Portfolio Account	Aug-07	\$10,000,000	Preferred shares	Funding to purchase certain assets of SYSCO
19	Immunovaccine Technologies Inc.	Active Portfolio Account	Aug-13	\$5,000,000	Loan	Working Capital
20	IMP Group International Inc.	Active Portfolio Account	Feb-06	\$850,000	Loan	Program equipment acquisition
21	Irving Shipbuilding Inc.	Active Portfolio Account	Jul-11	\$44,000,000	Loan	Value Proposition Repayable Loan
22	Irving Shipbuilding Inc.	Active Portfolio Account	Jul-11	\$260,000,000	Forgivable loan	Funding for Irving Shipbuilding Inc. to build the Combat Vessel and Non-Combat Vessel for Government of Canada
23	Ka'Le Bay Seafoods Limited	Active Portfolio Account	Jun-09	\$3,500,000	Loan	To purchase redfish quota and working capital
24	LED Roadway Lighting Ltd.	Active Portfolio Account	Mar-09	\$1,000,000	Loan	Funding for research, development, and demonstration project

#	Account Name	Portfolio Status	Contract Date	Funding Amount	Original Investment Structure	Original Purpose
25	LED Roadway Lighting Ltd.	Active Portfolio Account	Mar-11	\$10,000,000	Guarantee	Support working capital operating line
26	Lewis Mouldings & Wood Specialties Limited	Active Portfolio Account	May-07	\$1,200,000	Loan	Funding to equipment, facilities, and working capital
27	Lewis Mouldings & Wood Specialties Limited	Active Portfolio Account	Mar-13	\$1,600,000	Guarantee	Support working capital operating line
28	MacKinnon-Cann House Historic Inn and Function Facility Inc.	Active Portfolio Account	Nov-07	\$250,000	Loan	Building Renovations and Working Capital
29	Marwood Limited	Active Portfolio Account	Jun-12	\$5,000,000	Loan	Capital Investment and Refinance for Brookfield site, Glenholme site, and Hammond Plains site
30	Medmira Inc.	Active Portfolio Account	Sep-09	\$3,500,000	Loan	Refinancing and working capital
31	Michelin North America (Canada) Inc. - Kentville	Active Portfolio Account	Jan-13	\$8,880,000	Development Incentive	Capital Upgrades
32	N.P.V. Investments	Active Portfolio Account	1986	\$250,000	Loan	Investment in venture capital company to be invested in other companies
33	Northern Pulp Nova Scotia Corporation	Active Portfolio Account	Apr-13	\$15,000,000	Loan	Capital and Maintenance expenditures plus Principle from 2009 Loan Agreement
34	Northern Pulp Nova Scotia Corporation	Active Portfolio Account	Apr-13	\$14,700,000	Loan	Precipitator Project and Chip Plant Project
35	Northern Pulp Nova Scotia Corporation	Active Portfolio Account	Apr-13	\$2,500,000	Development incentive	Precipitator Project and Chip Plant Project
36	Northern Timber Nova Scotia Corporation	Active Portfolio Account	Feb-10	\$75,000,000	Loan	Purchase of 475,000 acres of timberland

#	Account Name	Portfolio Status	Contract Date	Funding Amount	Original Investment Structure	Original Purpose
37	Nova Plastics Inc.	Active Portfolio Account	May-09	\$300,000	Loan	Working Capital
38	Nu-Air Ventilation Systems Inc	Active Portfolio Account	May-08	\$1,500,000	Loan	Equipment purchase
39	Pacific West Commercial Corporation	Active Portfolio Account	Sep-12	\$40,000,000	Loan	Working Capital to re-start the former NewPage mill in Port Hawkesbury
40	Protocase Incorporated	Active Portfolio Account	May-07	\$1,200,000	Loan	Expansion and new building
41	RCR Investment Limited	Active Portfolio Account	1986	\$250,000	Loan	Investment in venture capital company to be invested in other companies
42	Seaside Communications Inc.	Active Portfolio Account	Oct-10	\$4,000,000	Preferred shares	Funding to complete the Broadband Rural NS contract and restructure
43	Seaside Wireless Communications Inc.	Active Portfolio Account	Feb-10	\$7,000,000	Loan	Funding to complete the Broadband Rural NS contract and restructure
44	Sustainable Fish Farming Canada Ltd.	Active Portfolio Account	Mar-08	\$750,000	Loan	Working capital
45	Sustainable Fish Farming Canada Ltd.	Active Portfolio Account	Feb-10	\$700,000	Loan	Working capital
46	Terry Hawkins Industries Limited	Active Portfolio Account	Jan-07	\$160,000	Loan	Loan for leasehold improvements, equipment, and marketing
47	The Cider House Company Limited	Active Portfolio Account	Oct-07	\$500,000	Loan	Funding for capital Investments
48	Vencorp Limited	Active Portfolio Account	est 1984	\$250,000	Loan	Investment in venture capital company to be invested in other companies

#	Account Name	Portfolio Status	Contract Date	Funding Amount	Original Investment Structure	Original Purpose
49	White Point Holdings Limited	Active Portfolio Account	May-11	\$1,000,000	Loan	Facility upgrades

Total Funding Amount Authorized**\$686,925,000**

Note: Some companies are either bankrupt, in receivership, or have ceased operating, but require active administration before writing off any uncollectable balances, after the conclusion of the liquidation process.

Financial Statements of Nova Scotia Jobs Fund

March 31, 2019

Financial statements of Nova Scotia Jobs Fund

March 31, 2019

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Independent Auditor's Report

To the Minister of Business
Province of Nova Scotia

Report on the Audit of the Consolidated Financial Statements

Opinion

We have audited the financial statements of Nova Scotia Jobs Fund (the "Fund"), which comprise the statement of financial position as at March 31, 2019, and the statements of operations under the Nova Scotia Jobs Fund Act, statement of operations for the provision fund, changes in net financial assets, and continuity of funds for the year then ended, and a summary of significant accounting policies and other explanatory information (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Fund as at March 31, 2019, and the results of its operations, changes in net financial assets and its cash flows for the year then ended, in accordance with Canadian public sector accounting standards ("PSAS").

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards ("Canadian GAAS"). 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 Fund 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 the financial statements in accordance with PSAS, 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 the Fund'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 either intends to liquidate the Fund or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Fund'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 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 GAAS 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 GAAS, 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 Fund'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 the Fund'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 Fund 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.

Deloitte LLP

Chartered Professional Accountants
Halifax, Nova Scotia
July 23, 2019

Nova Scotia Jobs Fund
Statement of financial position

As at March 31, 2019
(In thousands of dollars)

	Notes	2019 \$	2018 \$
Financial assets			
Investments and development incentives			
Loans	3	447,210	534,906
Development incentives		800	28,051
Loans - Venture Corporations Act	4	559	559
Royalty rights	5	860	1,310
Shares	6	25,871	35,452
		475,300	600,278
Provision for concessionary assistance	7	(48,110)	(112,340)
Provision for development incentives		(800)	(28,051)
Allowance for doubtful accounts	3,4,5 and 6	(97,604)	(102,646)
		(146,514)	(243,037)
Net investments and development incentives		328,786	357,241
Interest receivable			
Loans		41,944	—
Provision for concessionary interest	7	(40,475)	—
		1,469	—
Assistance authorized but unadvanced			
Loans		54,000	44,000
Development incentives		3,091	3,341
		57,091	47,341
Due from Consolidated Fund of the Province of Nova Scotia			
Guarantees	8	61,600	61,600
Provisions for payment under guarantees		(7,460)	(7,005)
		54,140	54,595
Uncommitted balance of fund, due from Consolidated Fund of the Province of Nova Scotia		172,948	128,783
Total financial assets		614,434	587,960
Liability			
Due to Province of Nova Scotia		41,944	—
Net financial assets		572,490	587,960
Contingencies	10		
Accumulated surplus - committed and uncommitted			
Accumulated surplus is comprised of			
Authorized, net of write offs			
Nova Scotia Jobs Fund Act		762,531	833,595
Venture Corporations Act		4,408	4,408
Provision for concessionary assistance, development incentives, and possible losses on assistance	9	(194,449)	(250,043)
		572,490	587,960

The accompanying notes are an integral part of the financial statements.

On behalf of the Fund

Nova Scotia Jobs Fund

Statement of operations under the Nova Scotia Jobs Fund Act

Year ended March 31, 2019

(In thousands of dollars)

	2019	2018
	\$	\$
Revenue		
Interest	21,657	16,579
Guarantee fees	626	448
Dividend income	50	100
	22,333	17,127
Expenditures		
Recovery (provision) for doubtful accounts	(25,223)	32,428
Development incentives	218	2,481
Forgiveable interest	40,475	—
	15,470	34,909
Operating surplus (deficit) for the year	6,863	(17,782)

The accompanying notes are an integral part of the financial statements.

Nova Scotia Jobs Fund

Statement of changes in net financial assets

Year ended March 31, 2019

(In thousands of dollars)

	2019	2018
	\$	\$
Change in net financial assets		
Increase in uncommitted balance of Fund	44,165	5,869
Accrued interest and fee receivable	10,480	—
Principal repayments reinvested in the Fund	(17,056)	(17,307)
Authorizations during the year	10,000	—
Loans written off and development incentives earned	(71,064)	(28,637)
Change in provisions	55,594	(6,272)
Protective disbursement advances	—	61
Capitalized interest	171	9,766
Shares repayment, reinvested in the Fund	(6,741)	—
Guarantee payments	925	1,611
Due to Province of Nova Scotia General Fund	(41,944)	—
Decrease in net financial assets	(15,470)	(34,909)
Net financial assets, beginning of year	587,960	622,869
Net financial assets, end of year	572,490	587,960

The accompanying notes are an integral part of the financial statements.

Nova Scotia Jobs Fund
Statement of continuity of funds

Year ended March 31, 2019

(In thousands of dollars)

	NSJFA	VCA	Provision	2019 Total	NSJFA	VCA	Provision	2018 Total
	\$	\$	\$	\$	\$	\$	\$	\$
Fund balance, beginning of year	833,595	4,408	(250,043)	587,960	862,232	4,408	(243,771)	622,869
Operating surplus (deficit) for the year	22,333	—	—	22,333	17,127	—	—	17,127
Provision for credit losses, concessionary and payment guarantees	—	—	(15,470)	(15,470)	—	—	(34,909)	(34,909)
Revenue recorded in the Consolidated Fund	(22,333)	—	—	(22,333)	(17,127)	—	—	(17,127)
	833,595	4,408	(265,513)	572,490	862,232	4,408	(278,680)	587,960
Other activities within the Fund								
Principal repayments reinvested in the Fund	17,056	—	—	17,056	17,307	—	—	17,307
Accrued interest and fee receivable	(10,480)	—	—	(10,480)	—	—	—	—
Share repayments reinvested in the Fund	6,741	—	—	6,741	—	—	—	—
Increase in uncommitted balance of Fund	(44,165)	—	—	(44,165)	(5,869)	—	—	(5,869)
Due to General Revenue	41,944	—	—	41,944	—	—	—	—
Other	—	—	—	—	(61)	—	—	(61)
	11,096	—	—	11,096	11,377	—	—	11,377
Authorizations and draws during the year	(10,000)	—	—	(10,000)	—	—	—	—
Capitalized interest	(171)	—	—	(171)	(9,766)	—	—	(9,766)
Guarantee payments	(925)	—	—	(925)	(1,611)	—	—	(1,611)
Transfers	(71,064)	—	71,064	—	(28,637)	—	28,637	—
	(82,160)	—	71,064	(11,096)	(40,014)	—	28,637	(11,377)
Fund balance, end of year	762,531	4,408	(194,449)	572,490	833,595	4,408	(250,043)	587,960

The accompanying notes are an integral part of the financial statements.

Nova Scotia Jobs Fund

Notes to the financial statements

March 31, 2019

(In thousands of dollars)

1. Reporting entity

The Nova Scotia Jobs Fund Act (the "Act") was proclaimed in force by Order in Council 2011 - 440 and came into effect on December 21, 2011. It provided, in sub-section 3(1), that the former Industrial Expansion Fund continue as a special account in the office of the Deputy Minister of Finance as the Nova Scotia Jobs Fund (the "Fund"). Effectively, all assets of the Industrial Expansion Fund became part of the Nova Scotia Jobs Fund as it ceased to exist as a separate fund. The Fund has been used for the purposes set out in section 4 of the Act, and includes providing investment for the purpose of economic growth, attracting business or foreign direct investment, promoting international trade and commerce and sustaining or increasing employment. All investments from the Fund need approval of the Governor in Council. The Fund's account and management activities as well as the accounting function are wholly performed by Nova Scotia Business Incorporated ("NSBI"). On May 1, 2014, Nova Scotia Jobs Fund was closed to new investments or increases to existing statutory capital advances authority on present investments.

2. Significant accounting policies

Basis of accounting

These financial statements have been prepared by management in accordance with Canadian public sector accounting standards ("PSAS") as established by the Public Sector Accounting Board ("PSAB"). These financial statements reflect the assets, liabilities, revenues, expenses and fund balances of the Fund. The more significant policies are described below.

The Fund follows the accrual method of accounting for revenue and expenses. Revenues are recognized in the year in which they are earned and measurable. Expenses are recognized as they are incurred and measurable as a result of receipt of goods or services and/or the creation of a legal obligation to pay.

Loans receivable

Loans receivable are recognized at cost less allowances. An allowance is recorded when management considers it necessary to reduce the loan to its estimated recoverable amount. Loans receivable are classified as impaired when, in the opinion of management, there is reasonable doubt as to the timely collection of the full amount of the principal and interest.

Royalty rights

Royalty rights are valued at cost. The value of these rights is assessed annually by estimating the net present value of anticipated cash flows. If the carrying value of the right exceeds the net present value of future cash flows, the right is written down to the net present value.

Shares

Equity investments with limited information available are initially recorded at cost, which approximates fair value, and are reviewed annually for the possible impairment allowances. This allowance or the difference between valuation and cost amount reflects the risk associated with equity investments.

Provision for concessionary assistance

The Fund provides for the effect of the decrease in valuation of certain loans and shares due to assistance being provided with concessionary terms.

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019

(In thousands of dollars)

2. Significant accounting policies (continued)

Allowance for doubtful accounts

The Fund provides for possible losses on guarantees, loans, shares and other assets on an item-by-item basis by examining such factors as client's financial condition and the fair value of the underlying security.

Guarantees

Guarantees, including utilized and unutilized portions, are recorded at cost.

Revenues and administrative expenses

Chapter 222 of the Revised Statutes of Nova Scotia contains the legislation relating to the Industrial Development Act. Clause 8, Administrative Expenses, states: The administration expenses of the Minister and of the Board shall be administration expenses of the Department of Economic and Rural Development and Tourism, now the Department of Business. The administrative expenses of the Fund are included in the accounts of the Department of Business upon consolidation with the accounts of Nova Scotia Business Incorporated, which was assigned to absorb them during the year. Accordingly, administrative expenses are not reflected in the financial statements of the Fund.

Interest revenue and guarantee fees earned by the Fund are recorded directly in the accounts of the Consolidated Fund of the Province of Nova Scotia.

Government transfers

Government transfers received and paid are to establish and assist in developing or expanding industries in the Province.

Government transfers are recognized in the financial statements in the period in which events giving rise to the transfer occur, providing the transfers are authorized, any eligibility criteria have been met, and reasonable estimates of the amounts can be made.

Statement of cash flows

A statement of cash flows is not provided since the Fund does not maintain a cash account and disclosures in the statements of financial position, statement of operations, statement of net financial assets, and statements of continuity of the funds adequately represent the changes in Fund balances.

Statement of remeasurement gain and loss

The Fund has not presented a statement of remeasurement gain and loss as the Fund has no financial instruments that give rise to remeasurement gains or losses.

Use of estimates

The preparation of financial statements in accordance with PSAS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Significant estimates included in the financial statements relate to the valuation of the financial assets and guarantees. Actual results could materially differ from those estimates.

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019
(In thousands of dollars)

2. Significant accounting policies (continued)

Budget

The Fund has not presented a budget in its statement of operations as the Fund does not prepare an assessment of future operations.

3. Loans

	2019	2018
	\$	\$
Principal due		
Performing loans	407,976	489,619
Impaired loans	39,234	45,287
	447,210	534,906
Less: allowance for doubtful accounts	75,265	77,016
	371,945	457,890

Interest charged on these loans ranges from nil to 8.75% (nil to 8.75% in 2018). The level of security on loans is also negotiated between the Fund and the debtor. Security can range from an unsecured position to a fully secured position.

4. Venture Corporations Act

The Venture Corporations Act (the "Act") was assented to June 5, 1980 and came into force January 28, 1981. This Act was enacted to provide a means of encouraging investment in small businesses in Nova Scotia.

A company that qualifies as a venture corporation may receive loans under this Act. Loan proceeds must be used to purchase shares or grant unsecured loans to eligible small businesses. Principal repayments and accrual of interest are not required to commence until the tenth anniversary of such loans.

The Act directs that money provided shall be financial assistance within the meaning of the Industrial Development Act, and payments made pursuant to the Act shall be made out of the Industrial Expansion Fund.

	2019	2018
	\$	\$
Loans made to venture corporation	559	559
Less: allowance for doubtful accounts	559	559
	—	—

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019

(In thousands of dollars)

5. Royalty rights

	2019	2018
	\$	\$
Royalty rights	860	1,310
Less: allowance for doubtful accounts	860	1,310
	—	—

Certain investments of the Fund are royalty agreements that provide a return in the form of royalty payments. The royalty payments are based upon net sales of related companies.

6. Shares

	2019	2018
	\$	\$
Preferred shares	6,271	13,011
Common shares	19,600	22,441
	25,871	35,452
Less: allowance for doubtful accounts	20,921	23,761
	4,950	11,691

During the year, 6,740,619 preferred shares (nil in 2018) were redeemed. Certain preferred shares are eligible for concessionary assistance.

7. Provision for concessionary assistance

The provision for concessionary assistance is the difference between the net present value at period end of the anticipated future repayments to be received by the Fund and the amount of assistance advanced.

The terms of concessionary assistance through the Fund include low interest rates, extended repayment terms and forgiveness clauses. This assistance is recorded at cost and reduced by the provision for concessionary assistance. Any adjustments to or recovery of the net present value of this assistance in subsequent years is reflected in the provision for concessionary assistance. The assistance outstanding, provision for concessionary assistance and net book value related to each of loans, shares, and royalties is as follows:

	Assistance outstanding	Provision for concessionary assistance	2019 Net book value	2018 Net book value
	\$	\$	\$	\$
Loans	282,111	45,110	237,001	246,312
Shares	3,000	3,000	—	6,741
Interest	40,475	40,475	—	—
	325,586	88,585	237,001	253,053

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019
(In thousands of dollars)

8. Guarantees

	2019	2018
	\$	\$
Guarantees - in effect and utilized	52,479	48,743
Guarantees - in effect but unutilized	9,121	12,857
	61,600	61,600

9. Provision for concessionary assistance, development incentives and possible losses on assistance

	2019	2018
	\$	\$
Opening balance	250,043	243,771
Add current year provisions		
Doubtful accounts	(25,223)	32,428
Development incentives	218	2,481
Forgiveable interest	40,475	—
	265,513	278,680
Less: accounts written off	71,064	28,637
	194,449	250,043

10. Contingencies

The Fund has entered into agreements, which provide for the funding of expenditures incurred by third parties in respect of environmental remediation of contaminated sites. Estimates of the amount of future costs, if any, under these agreements cannot be made with certainty and are not reflected in the financial statements. When amounts are determinable, they are recorded during the year and reflected in the statement of operations.

11. Financial instruments

Fair value

Fair value measurements are categorized using the fair value hierarchy that reflects the significance of inputs used in determining the fair values.

There are no financial instruments recorded at fair value.

Associated risk

Risk management relates to the understanding and active management of risks associated with all areas of the business and the associated operating environment. The Fund's authorized net fund balance - committed and uncommitted is primarily exposed to credit, interest rate, market and liquidity risk.

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019

(In thousands of dollars)

11. Financial instruments (continued)

Financial risk factors

Risk management relates to the understanding and active management of risks associated with all areas of the business and the associated operating environment. The Nova Scotia Jobs Fund assets are primarily exposed to credit, market price, interest rate, and liquidity risk.

Credit risk

Credit risk is the risk that an issuer or counterparty will be unable or unwilling to meet a commitment that it has entered into with the Fund. To mitigate this risk, the Fund regularly monitors entities to which financial assistance has been provided. In addition to its regular monitoring procedures, at year-end, management performed an analysis on a number of accounts in order to assess the Fund's total exposure to credit and other risks. Factors such as the financial condition of the client were evaluated to determine how risk has changed since inception of the financial assistance or the last analysis. Changes in risk are reflected in the carrying value of the assistance via the provision for concessionary assistance, the allowance for doubtful accounts and the provision for payment under guarantees.

As at March 31, 2019, the Fund had a significant concentration in its investment portfolio with respect to its five largest investees. The concentration of investments advanced to the Fund's five largest investees was 92% (87% in 2018) of the carrying value of the investment portfolio.

As at March 31, 2019, the Fund had a significant concentration in its investment portfolio with respect to the forestry and shipbuilding industries. The concentration of investments advanced to companies participating in timber-related industries was 22% (24% in 2018). The concentration of the investments advanced to companies participating in the shipbuilding industry was 67% (64% in 2018).

Market price risk

Market risk is the risk that the fair value or future cash flows of the Fund's financial instruments will fluctuate because of changes in market prices. Some of the Fund's financial instruments expose it to this risk, which comprises currency risk, interest rate risk and other price risk.

Interest rate risk

Interest rate risk is the risk that the market value of the Fund's investments and debt will fluctuate due to changes in market interest rates. It is management's opinion that the Fund is not exposed to significant interest rate risk arising from financial instruments.

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. Liquidity requirements are managed through income generated from the loans receivable and guarantee fees, principal repayments received on the loans receivable and other funding received from the Province of Nova Scotia. In the normal course of business the Fund enters into contracts that give rise to commitments for future payments which may also impact the Fund's liquidity.

Nova Scotia Jobs Fund
Notes to the financial statements

March 31, 2019

(In thousands of dollars)

12. Related party transactions

The Fund had the following transactions with related parties in addition to those disclosed elsewhere in these financial statements.

The Fund enters into transactions with other government departments, agencies and corporations in the normal course of operations and on terms and conditions that would be similar to those of non-related parties.

13. Comparative figures

The financial statements have been reclassified, where applicable, to conform to the presentation in the current year.