



2015 ANNUAL REPORT



STUDENTS
OFFERING SUPPORT

Raising Marks. Raising Money. Raising Roofs.



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MESSAGE FROM THE EXECUTIVE DIRECTOR



11 Years of SOS

Students Offering Support (SOS) has undergone a year of transformation as Greg Overholt, founder of SOS, recently stepped down as Executive Director after an incredibly successful 11 years in the role. Greg began SOS in 2004 as a student club at Wilfrid Laurier University and continued to develop it into a leading post-secondary student organization across the Americas. It is an honor to replace him as the Executive Director of an innovative organization that fosters global leaders through the power of social entrepreneurship.

SOS' continued success is due to our dedicated volunteers who contribute their time and energy to provide quality Exam-AID sessions, while fostering successful chapters on campus. This year our students raised \$345,867 by providing support to their peers on campus during midterms and finals. These funds contributed to 23

sustainable educational projects in 8 countries in Latin America. 247 of these compassionate and globally minded students then traveled overseas to build relationships with the communities and assist with the projects.

I want to personally thank each volunteer, employee, corporate sponsor and supporter who has put their faith in our mission through their time, energy, money and trust. As an organization, we are firmly devoted to honoring that which you provide in us through accountability, growth, focus and further transformation.

A handwritten signature in black ink that reads "R Ward". The signature is written in a cursive, flowing style.

Rachel Ward
Executive Director

MISSION

To empower students through entrepreneurship that supports education locally and internationally, as they become global leaders.



As a Canadian registered charity, we work to help the best student leaders across the Americas become social entrepreneurs, who then pay it forward by helping both their university peers and Latin American communities.

1. RAISING MARKS

Volunteers manage SOS campus chapters as social enterprises, planning and running “Exam-AID” group review sessions. During our 3-4 hour Exam-AID sessions, volunteer leaders take their peers over the material covered on an upcoming exam, in a familiar and deconstructed way.

2. RAISING MONEY

For a suggested contribution between \$10 and \$20, students can access SOS’ array of academic support initiatives, provided by SOS volunteers:

- In-person Exam-AID sessions
- Digital Exam-AID sessions
- Study guides and practice exams

3. RAISING ROOFS

We use the money generated from these sessions to fund educational development projects in rural Latin American communities. These projects are not only funded by SOS volunteers - they are built by them too. Each year, teams of our volunteers spend two weeks working in their Latin American partnering communities on the project their chapter funded. Each educational infrastructure project is designed by the community, and targeted to improve the accessibility, quality and relevancy of education.

EXAM-AID AND 2015 CAMPUS REVIEW



Enthusiastic, loud, and clear. A variety of helpful tips and ways to remember concepts. Thorough PowerPoint. Even better was the many specific comments about past exams and predicted question types. Very approachable.

Western Chapter

He had lots of energy and excitement which made me want to be there. Left learning more than ever expected!

UBC Chapter

WONDERFUL!
I walked out feeling very confident and ready to tackle my exam! :)

Laurier Chapter

Very clear, knew material well, and could present it in a way that could easily be better understood by audience. Excellent, I understood more in 3 hrs than I ever expected!

Queens Chapter



2015 CAMPUS:

30

Campus Chapters

2,200

Student Volunteers

16.5K

Students taught

INSTRUCTOR OF THE YEAR

Elsie Hampshire Victoria Island University

Students Offering Support has hundreds of talented tutors across North America, including Elsie Hampshire, from Nanaimo, B.C., who was recognized as SOS' Exam-AID Instructor of the Year for 2015. Elsie stood out with an impressive score of 9.27/10 given to her by those she taught.

In addition to tutoring, Elsie was Co-President of the Victoria Island Universities' (VIU) SOS chapter. The chapter raised \$8,616 which was used to build a kindergarten classroom in Pueblo Viejo, Nicaragua. In addition to donating the money, a group of VIU students travelled to Pueblo Viejo with SOS in May to meet the community and to assist with the construction of the classroom. It is inspiring to see students like Elsie dedicated to making a difference on her campus at VIU and in communities around the world.

"I really loved working with SOS because of the opportunity to help other students excel in their courses. There's nothing quite like the look on someone's face when you make them see something in a whole new way and concepts that they had been struggling with are suddenly clear."

- Elsie Hampshire



Knew unique ways to help us remember weird terms and concepts.

Elsie clearly LOVED the material! Her passion for zoology came across in her teachings.

Elsie was energetic, friendly, informative, gave good key points without overloading.

CHAPTER OF THE YEAR

Wilfrid Laurier University

In 2004, the first SOS chapter was started at Wilfrid Laurier University by Greg Overholt. In the years to follow, the Laurier SOS chapter has continued to further its' reach and has become a well known institution at the university. In 2015, Laurier won chapter of the year for packing their Exam-AID sessions, leading three SOS Outreach trips and raising \$95,168. Their volunteers are enthusiastic, creative and driven to succeed.

Through the money that they've raised, the projects they've supported and the students who have participated on SOS outreach trips, Laurier has had a lasting impact on a number of communities in Latin America. In 2015, student volunteers traveled to Colombia to build a school dormitory, to Belize to construct a classroom and to Honduras to work on a vocational training center.



FUNDRAISING RESULTS



The money raised during our Exam-AID sessions is used to fund our Latin American development projects. These projects are built by SOS volunteers on annual outreach trips.

In 2014-2015, we raised \$345,867 through Exam-AIDs.

Below are the fundraising results of our chapters:

Total	\$ 345,867
Laurier	\$ 95,168
Windsor	\$ 53,186
York	\$ 28,725
Queens	\$ 22,359
Ottawa	\$ 19,449
Waterloo	\$ 18,509
UBC	\$ 18,331
Western	\$ 17,421
Guelph	\$ 13,987
McGill	\$ 12,190
Calgary	\$ 10,110
Victoria	\$ 8,616
Ryerson	\$ 6,715
Brock	\$ 4,800
Vancouver	\$ 4,459
Others:	\$ 11,844
<i>Toronto, SFU, Memorial, Manitoba, Concordia, FIU, McMaster, UTM, USask, UoIT, Laurentian</i>	

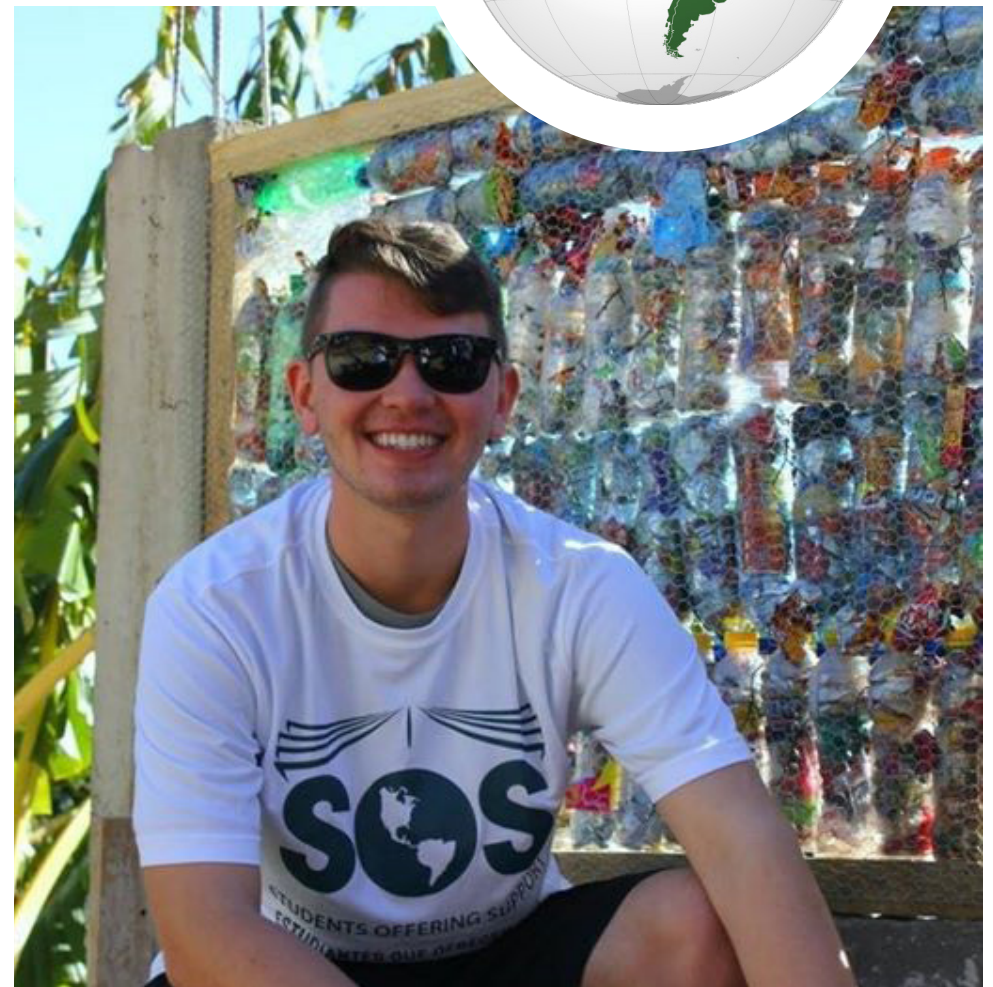
RAISING ROOFS ACROSS LATIN AMERICA

SOS “raises roofs” by supporting the creation of holistic education systems across Central and South America. These systems provide rural youth with access to relevant, safe and lasting learning environments. These environments empower students to become engaged citizens who pursue positive change in their communities, their countries and around the world.

Our student volunteers aid in building these projects with their own hands on 1-2 week outreach trips. While making personal connections in the communities they choose to support, our student leaders develop grounded perspectives that enhance their capabilities to inspire social change.

We have forgotten what life is truly all about. It's about adventure. It's about overcoming adversity. It's about helping others. It's about following your dreams, no matter how absurd society claims them to be. This is what the people of Guatemala have taught me. Anything is possible, nothing is out of reach, and all of us can make a difference, no matter how small we may appear to be.

Zach Weiss, San Pedro La Laguna, Guatemala



PROJECT FEATURE



Classroom construction in Guatemala

Student volunteers from Queen's University joined our partners, Niños de Guatemala (NDG), in Ciudad Vieja to construct a classroom that would enable the local children to attend school for an additional three years. The community was lacking a space for those children who had graduated grade 6 and were looking to continue their studies. Without this structure, the only option was a nearby Basico School with high tuition costs. Many of the families can't afford to take on this additional cost forcing the children to quit upon completion of grade 6. Thanks to the funds raised through Exam-AID sessions, our partners at NDG and our student volunteers, the community now has a space to host free schooling up until grade 9.

NGO PARTNERS

SOS's success abroad is, in many ways, due to strong partnerships built with leading Non-Governmental Organizations located in our support countries. These organizations ensure projects are holistically valuable and sustainable.

In 2015, we introduced 4 the World to our network of partners:

4 the World identifies and collaborates with communities across Latin America to empower them to identify and solve the most pressing needs of their communities within the areas of health and education. By partnering with the communities in these areas, they provide

critical support and capacity-building initiatives to ensure these communities are capable of continuing to grow and thrive in the future.

And We proudly continue to work with the following organizations:

Fundacion por la Madre
4 the World
Awaiting Angels
Mano a Mano
Ninos de Guatemala
RJI
Seeds of Learning
ANIDES
Pura Vida



2015 OUTREACH:

8

Countries

25

Outreach trips

267

Student Volunteers

COMMUNITIES AND PROJECTS



Community, Country	School	NGO Partner	Project
El Chile, Nicaragua	Carleton	ANIDES	Kitchen construction and repairing school roof
Laguna Seca, Nicaragua	Carleton	ANIDES	Latrines and sinks
Pueblo Viejo, Nicaragua	VIU, Ryerson	ANIDES	Kindergarten construction, including water system
Matagalpa, Nicaragua	Ottawa	ANIDES	Constructing a training facility
Tierra Blanca, Nicaragua	York, UofT	ANIDES	Library construction
Pueblo Nuevo, Nicaragua	Waterloo	Seeds of Learning	Building a classroom addition
Pedro Arauz, Nicaragua	Winds of Change	Seeds of Learning	Windmill project
Los Trozos, Honduras	Carleton, Laurier	SOS Facilitator (Jorge)	Constructing a vocational training center
El Tamarindo, Honduras	Waterloo, UofT	SOS Facilitator (Jorge)	Building a multipurpose sports court
Los Pirineos, Honduras	Calgary	SOS Facilitator (Jorge)	Classroom construction
Uxactun, Guatemala	Carleton	SOS Facilitator (Sheily)	Building recycling bins
Las Arrugas, Guatemala	UBC	SOS Facilitator (Sheily)	Constructing a water system
Tecpan, Guatemala	Simon Fraser Univ.	SOS Facilitator (Sheily)	Kindergarten construction
San Juan Cotzal, Guatemala	Laurentian	SOS Facilitator (Sheily)	Creating organic school gardens
Vista Hermosa, Guatemala	Ryerson	SOS Facilitator (Sheily)	Eco-library construction
Ciudad Vieja, Guatemala	Queens	Niños de Guatemala	Secondary school construction
Cerro Blanco, Guatemala	Guelph, Western	RJI	Repairing a classroom and updating facilities
Pavones, Costa Rica	Windsor, FIU	RJI	Classroom construction
Ovejera Larama, Bolivia	Windsor	Mano a Mano	Classroom construction and housing for teachers
Sierra Nevada, Colombia	Laurier	Fundacion por la Madre	Dormitory renovation and infrastructure
Puscarpampa, Peru	Windsor	Awaiting Angels	Classroom construction
Calla Creek, Belize	Laurier	4 the World	Classroom construction
San Pedro, Guatemala	UTM, York	Pura Vida	Creating a school garden

7,300

ON-CAMPUS VOLUNTEERS

86.5k

STUDENTS TAUGHT

1500

EXAMS SUPPORTED

30

CAMPUSES



11

YEARS OF SOS

1417

OUTREACH PARTICIPANTS

185

PROJECTS

1.6M

INVESTED

48

COMMUNITIES

FINANCIAL OVERVIEW



SOS' organizational design is comprised of two different aspects: the SOS chapters and the head office.

SOS chapters are created to be self-sustaining social ventures giving SOS student volunteers the experience of managing a social venture. Each chapter manages its own revenues, the expenses incurred to generate these funds, and its bottom-line, where net proceeds are used to fund the year-end development projects.

In order to ensure the organization as a whole continues to operate and grow, 15% of Exam-AID revenue generated by the SOS chapters contribute to SOS' administrative expenses. The remainder (net of additional chapter fundraising less chapter expenses) is used to fund the capital costs of the SOS chapter's development projects.

The head office is the coordinating and administrative entity that supports our chapters, expands to new schools, and develops relationships with our Latin American NGO's and the communities we work with, ensuring the projects are sustainable and supported. The head office's primary sources of funding are:

- a) Contribution fees from Exam-AID revenue;
- b) Participant fees from outreach trips; and
- c) Corporate sponsors and donors.

To the Board of Directors and Stakeholders of Canada SOS: Students Offering Support (o/a Students Offering Support)

We have audited the accompanying financial statements of Canada SOS: Students Offering Support (o/a Students Offering Support), which comprise the balance sheet as at August 31, 2014, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

In making those risk assessments, the auditors consider internal controls 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 controls. 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.


Basis for Qualified Opinion

In common with many not-for-profit organizations, Canada SOS: Students Offering Support (o/a Students Offering Support) derives revenue from fundraising and awareness events and donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of this revenue was limited to the amounts recorded in the records of Canada SOS: Students Offering Support (o/a Students Offering Support) and

we were unable to determine whether any adjustments might be necessary to donations revenue, excess of revenue over expenditures and net deficiency.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of the organization, as at August 31, 2015, 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.



Chartered Professional Accountants
Licensed Public Accountants

Toronto, Ontario
June 7, 2018

BALANCE SHEET



As at August 31

2015

2014

ASSETS

CURRENT

Cash	Note 3	\$114,299	\$149,433
Accounts Receivable	Note 4	\$11,575	\$77,896
Inventory		\$3,863	\$8,465
Prepaid Expense		\$1,333	\$1,333
		<u>\$131,070</u>	<u>\$237,127</u>

LIABILITIES & NET ASSETS

CURRENT

Accounts payable & accrued liabilities	Note 5	\$26,026	\$24,621
Deferred contributions, operating	Note 6	\$8,333	\$30,897
		<u>\$34,359</u>	<u>\$55,518</u>

NET ASSETS

NET ASSETS

Internally Restricted	Note 9	\$9,314	\$57,355
Unrestricted		\$87,397	\$124,254
		<u>\$96,711</u>	<u>\$181,609</u>
		<u>\$131,070</u>	<u>\$237,127</u>

Approval on Behalf of the Board: *Rachel Ward, Executive Director*

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

STATEMENT OF NET ASSETS



For the year ended August 31	2015	2014
Internally restricted net assets, beginning of year	\$57,355	\$89,416
Allocation from (to) unrestricted net assets	(\$48,041)	(\$32,061)
Internally restricted net assets, end of year	\$9,314	\$57,355
Unrestricted net assets, beginning of year	\$124,254	\$67,538
Excess (deficiency) of revenue over expenses for the year	(\$84,898)	\$24,655
Allocation from (to) internally restricted net assets	\$48,041	\$32,061
Unrestricted net assets, end of year	\$87,397	\$124,254

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

INCOME STATEMENT



For the year ended August 31

2015

2014

REVENUES

Exam-AID Fundraising	\$345,867	\$340,106
Outreach Participant Fees	\$373,489	\$372,310
Sponsorship	\$65,512	\$107,980
Donations	\$14,738	\$2,548
Other (Chapters + National)	\$46,485	\$40,117
	<u>\$846,091</u>	<u>\$863,061</u>

EXPENSES

Head Office (Schedule of Expenses, pg)	\$561,362	\$521,136
Outreach: Project Construction Costs	\$318,807	\$283,134
Chapters (Schedule of Expenses, pg)	\$46,693	\$23,736
Merchandise	\$8,962	\$9,605
Foreign exchange loss (gain)	(\$4,835)	\$795
	<u>\$930,989</u>	<u>\$838,406</u>

Excess / Deficiency of revenue over expenses for the year	(\$84,898)	\$24,655
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 The accompanying notes are an integral part of these financial statements.

SCHEDULE OF EXPENSES



For the year ended August 31

2015

2014

HEAD OFFICE

Outreach trip costs (flights, room & board)	\$353,614	\$307,776
Salary and Wages	\$148,900	\$152,852
Office	\$25,513	\$26,036
Professional Fees	\$13,560	\$13,560
Marketing and Business Development	\$14,778	\$7,974
IT Development	\$3,663	\$7,505
Conference	\$1,334	\$5,433
	<hr/>	<hr/>
	\$561,362	\$521,136

CHAPTERS

Human resources	\$4,616	\$7,331
Logistics	\$4,335	\$6,463
Marketing	\$28,710	\$4,209
Administrative	\$7,294	\$4,160
Outreach	\$813	\$1,168
Business Development	\$925	\$405
	<hr/>	<hr/>
	\$46,693	\$23,736

STATEMENT OF CASH FLOWS



For the year ended August 31

2015

2014

Net cash flows from/(used in) operating activities

Excess (deficiency) of revenue over expenses for the year	(\$84,898)	\$24,655
Items not involving cash		
Amortization of deferred contributions, operating	<u>(\$32,564)</u>	<u>(\$40,084)</u>

Change in non-cash working capital balances

Decrease / (Increase) in accounts receivable	\$66,321	(\$7,448)
Decrease / (Increase) in inventory	\$4,602	\$1,885
(Decrease) / Increase in AP and accrued liabilities	<u>\$1,405</u>	<u>\$1,219</u>
	<u>(\$45,134)</u>	<u>(\$19,773)</u>

Net cash flows from/(used in) financing activities

Deferred contributions, operating	<u>\$10,000</u>	<u>\$35,060</u>
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Increase / (Decrease) in cash during the year

	(\$35,134)	\$15,287
Cash, beginning of the year	<u>\$149,433</u>	<u>\$134,146</u>
Cash, end of the year	<u>\$114,299</u>	<u>\$149,433</u>

1. Nature of Operations

Canada SOS: Students Offering Support (a/o Students Offering Support) (the “organization”) is incorporated without share capital under the Ontario Business Corporations Act. The organization is a Canadian registered charity that develops and supports SOS chapters residing within post-secondary schools across North America. Each SOS chapter raises money through holding “Exam-AID” group review sessions for university and college students. Revenues generated by the chapters from Exam-AID sessions and other on campus events, net of the related chapter expenses, are used to fund community development projects in rural Latin America, built by volunteers on outreach trips.

2. Significant Account Policies

Basis of Accounting: These financial statements have been prepared in accordance with Canadian generally accepted accounting principles (GAAP) and are being prepared under Part III of the CPA Canada Handbook: Accounting Standards for Not-for-Profit Enterprises.

Revenue Recognition:

Exam-AID Fundraising: Exam-AID fundraising consists of amounts collected in relation to Exam-AID sessions. Revenues from Exam-AID fundraising are recognized on the date that the session takes place.

Outreach Trip Participant Fees: Participant fees consist of amounts collected in relation to participation on one of SOS’ International Outreach Trips. Revenues are recognized on commencement of the trip and when collectibility is reasonably assured.

Sponsorship and Donations: The organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Other Revenue: These funds consist of amounts raised through on campus and national events. Revenues are recognized on the date that an event takes place.

Contributed Services: Volunteers contribute a significant amount of time to the organization’s program and supporting services. Due to

the difficulty of determining the fair value, contributed time is not recognized in the financial statements.

Inventory: Inventory is recorded at the lower cost and replacement cost. Cost is determined on a weighted average basis.

Income Taxes: The organization is a registered charity, and as such, is not subjected to income taxes.

Use of Estimates: The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses recognized during the year. Actual results could differ from management’s best estimates as additional information becomes available in the future.

Financial Instruments: The organization initially measures its financial assets and liabilities at fair value, and subsequently at amortized cost. The organization’s financial instruments consist of cash, accounts receivable, accounts payable and accrued liabilities and deferred contributions.

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment and the amount of the write-down is recognized in net income when incurred. The organization recognizes transaction costs in net income in the period incurred.

Variable interest entities: The organization has neither identified nor consolidated the accounts of any variable interest entities.

Harmonized Sales Tax: The organization claims a 50% rebate for the Federal portion of the HST and 82% for the Provincial portion of the HST paid on all qualified expenditures.

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

3. Cash

The organization's bank accounts are held at various chartered banks and earn interest at nominal interest rates. The chapter bank accounts are managed by the individual chapters and the head office bank account is managed by the head office. As at August 31st, 2015 the cash balance includes \$11,398.91 (2014 - \$96,735) held in the head office bank account.

4. Accounts Receivable

	2015	2014
Trade receivables	\$2,280	\$ 72,422
HST input tax credits receivable	\$8,092	\$5,474
	<u>\$10,372</u>	<u>\$77,896</u>

5. Accounts Payable and Accrued Liabilities

	2015	2014
Trade accounts payable and accruals	\$17,016	\$13,683
Wages payable	\$8,051	\$8,038
Government remittances payable	0	\$2,900
	<u>\$25,067</u>	<u>\$24,621</u>

6. Deferred Contributions, Operating

	2015	2014
Balance, beginning of year	\$30,897	\$35,921
Revenue Recognized	\$32,564	(\$40,084)
Contributions Received	\$10,000	\$35,060
Balance, end of year	<u>\$8,333</u>	<u>\$30,897</u>

7. Internally Restricted Net Assets

The organization internally restricts a portion of its cash balance for its Charity Development Fund. This fund is internally designated for the purpose of contributing to capital projects with the organization's NGO partners.

8. Financial Instruments

The organization is exposed to various risks through its financial instruments. The following provides a measure of the organization's risk at August 31, 2015.

Credit Risk: The organization mitigates credit risk by considering credit worthiness when granting credit terms to its chapters and trip participants. The organization's exposure to credit risk is monitored by management who feels that recorded allowances are adequate.

Market Risk: Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market price. Market risk is comprised of three types of risk: currency risk, interest rate risk and other price risk. The organization is exposed to currency risk.

Currency Risk: The organization's activities involve holding foreign currencies and making purchases and collections of contributions denominated in foreign currencies. These activities result in exposure to fluctuations in foreign currency exchange rates. At the balance sheet date, the organization had net assets denominated in U.S. dollars of approximately \$63,688 (2014 - \$13,942)

9. Commitments

The organization leases office premises at 326 1/2 Bloor Street West under an operating lease expiring on May 31, 2016. Rental payments over the next two years is as follows:

2015	2016
\$10,620	\$10,620

Lease commitment:
326 1/2 Bloor Street West

10. Comparative Amounts

Certain of the 2014 figures presented for comparative purposes have been reclassified to conform with the basis of presentation followed in 2015.

BOARD OF DIRECTORS



Greg Overholt



Naseem Saloojee



Marley Cooper, CPA, CA



Casey Richardson-Scott



Lindsay Seegmiller



Jackson Hounsell



Alan Beveridge



Jennifer Lovrics, CPA, CA



Raising Marks. Raising Money. Raising Roofs.