



Driven by Passion, Hospitality, and Heart

Annual Report | Fiscal Year 2023-2024







Table of Contents

p03 Year in Review

p04 Message from our Chair

p05 Message from our President and CEO

p06 Who We Are

p07 The AEI Experience

p08 Our Strategic Pillars

p10 **Pillar 1:** Our Partnerships

p12 **Pillar 2:** Our Programs

p14 **Pillar 3:** Our Students

p16 **Pillar 4:** Our Brand

p18 Conclusion

- Board of Directors
- Our Team
- Financial Statements



Year in Review

EMPOWERING LEARNERS, BUILDING FUTURES

Atlantic Education International (AEI) opens doors to world-class educational experiences, sharing New Brunswick’s renowned curriculum with learners across the globe.

By fostering meaningful connections and transformative learning experiences, AEI leaves a lasting impact on students and communities at home and abroad.

OUR IMPACT:

\$16.8 million

in revenue generated from outside of New Brunswick and invested directly into New Brunswick homes, communities, and schools.



NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM

51 schools

accredited worldwide to deliver the world-renowned New Brunswick curriculum.

5,000+ students

enrolled outside of New Brunswick



NEW BRUNSWICK INTERNATIONAL STUDENT PROGRAM

875 students

studying in New Brunswick from

36 countries

Argentina	1	Germany	158	Poland	6
Austria	4	Hungary	2	Serbia	2
Bangladesh	2	Iran	1	South Korea	36
Brazil	126	Italy	9	Spain	138
Bulgaria	2	Japan	82	Switzerland	7
Chile	10	Kazakhstan	1	Taiwan	4
China	24	Kyrgyzstan	1	Thailand	8
Colombia	56	Latvia	1	Turkey	87
Czechia	4	Mexico	35	United Kingdom	1
Denmark	2	Netherlands	2	United States	1
Finland	4	Nigeria	1	Venezuela	1
France	15	Peru	1	Vietnam	39

Message from our Chair

Atlantic Education International (AEI) is truly a New Brunswick success story. As the only authorized agent with the mandate to market the province's K-12 Anglophone curriculum and high school diploma while overseeing their implementation worldwide, AEI has become a leader in this fast-paced and exciting field. Revenues continue to grow, with this year's figure surpassing \$16.8 million, all of which have been generated from outside the province and remain in New Brunswick, without any financial support from the provincial government; thus generating economic benefits at the school, district, and provincial levels.

The world looks to New Brunswick with respect for our quality education program and our "student first" approach. Our ability to tailor programming based on the needs of our clients sets us apart. Over 800 students from around the world came to our province this year to study in our middle and high schools, to live with local host

families, and to experience our unique lifestyle. This year, more than 50 schools in eleven countries around the world are accredited to teach our curriculum, and award our highly regarded high school diploma to students who meet our requirements. As we expand, AEI is adopting a more targeted business development model, one of the priorities of our Board of Directors this past year.

On behalf of the Board, I want to thank the AEI team for their diligence and their commitment to building lasting educational experiences for global learners, those we connect with from afar, and those here at home who derive the many added benefits of our work. We look forward to working with AEI staff as we continue to expand the international student program and our offshore schools program.

Ryan Donaghy
Chair



Message from our President and CEO

A young person I know recently said to me, “I wake up every morning thinking ‘today is a good day for a good day’!” What a great way to describe the feeling I have every day as I approach my work at AEI, a positive, engaging and very successful New Brunswick organization. Our **People First** approach to leadership, client service and public engagement has been embraced by our entire team, with a commitment to quality results, honest interactions, and resolute but compassionate approaches to resolving challenges. As a member of this incredible team, I truly feel that every day is a great day at AEI.

Above all, our job is to champion New Brunswick’s high-quality education and promote it to parents, schools, and agents around the world. And the world is taking notice. We now offer the NB curriculum and high school diploma in over 50 schools in 11 countries, and that number is growing. At the local level, we welcome over 800 students every year to our province so they can experience what it is like to be a New Brunswicker, season by season, living with host families, making friends, and attending our schools. They gain from the experience, but so do our own students, who further their knowledge and understanding of

different cultures through these authentic and personal life-long connections.

Our Study Abroad program offers full scholarships for a number of New Brunswick students who want to spend a school year in a foreign country. This year, seven young NB voyageurs travelled to Germany and Argentina, where they expanded their cultural, social and personal horizons, and, as one parent put it, “I sent them my boy, and they sent me back a man.” New future opportunities will involve other countries, such as Switzerland and Denmark.

On the corporate front, we are in the process of adopting new finance and human resources systems to replace those that have been in place for many years. These actions are in response to a recent independent risk assessment report that we had commissioned. As our company grows, we must continuously improve our systems to meet increasing demands and achieve our commitment to transparency and accountability.

My thanks to our Board of Directors, led by our chair, Ryan Donaghy, for their ongoing support. Thanks also to our amazing staff, who step up repeatedly when something that isn’t technically in



anyone’s wheelhouse needs to be done. They approach all tasks and interactions with a positive attitude, a desire for excellence, and a knack for making everyone else’s day a good one!

On behalf of our stellar team, I am pleased to share this annual report of activities and achievements for the fiscal year 2023-2024.

John McLaughlin
President / CEO

Who we are

AEI brings exceptional educational experiences to individuals and communities across the globe by combining a solid curriculum with a unique, people-first culture.

Our People-Driven Approach to Learning:

At AEI, we believe that the heart of education lies in human connection. Rooted in values of quality, hospitality and compassion, our people-first approach ensures learners receive the support and resources they need to excel. Our team works closely with schools and educators to provide personalized, enriching educational journeys.

Our Purpose:

To enrich the lives of individuals and communities, both around the world and here at home, through access to meaningful educational experiences.

Our Vision:

Global learners empowered by a New Brunswick education rooted in quality, hospitality and heart; rich in human connections.

Our Mission:

By championing people and partnerships, we create defining experiences that positively affect global learners, leaving a lasting impact on communities.



The AEI Experience

AEI opens doors to world-class educational experiences, sharing New Brunswick's renowned curriculum with learners from around the globe. By fostering meaningful connections and transformative learning experiences, AEI leaves a lasting impact on students and communities at home and abroad.

A Proven Track Record:

For nearly 30 years, AEI has been a leader in fostering international collaboration and helping students and institutions around the world access New Brunswick's high-quality education.





Our Strategic Pillars

PILLAR 01 OUR PARTNERSHIPS

A People-Driven Approach to Learning

At AEI, we believe that the heart of education lies in human connections. Rooted in values of quality, hospitality, and compassion, our people-first approach ensures learners receive the support and resources they need to excel.

abroad, we work closely with schools, families, and educators to provide personalized, enriching educational journeys. This all stems from our deeply held belief that everyone deserves access to world-class education.

Whether welcoming students to New Brunswick or partnering with schools



Learn more about what makes a partnership with AEI so meaningful:

“

As a school principal, I am inspired by the resilience and adaptability of our exchange students, and I believe their experiences contribute to the growth of all who interact with them.

Having international students is a true privilege, and I am excited to continue supporting their journeys as they learn, grow, and share their cultures with us.

Patrick McDade, Principal

Harborview High School, New Brunswick

“

AEI's helpfulness, their flexible approach, and their solid communication has allowed our partnership to flourish with a goal of adding four new schools to the AEI family in the coming years.

Zeynep Cuhruk

International Program Coordinator
(Turkish Education Association)



“

AEI and the New Brunswick Program have had a transformative impact on our school and students. This dual certification opens doors to a wide range of universities worldwide, particularly in Canada, giving our students a competitive advantage in pursuing their academic and professional goals.

Ultimately, the program provides a holistic education that not only equips students with the credentials for international opportunities but also develops them into well-rounded individuals and true global citizens, ready to face the challenges and opportunities of the modern world.

Richard Debre

Owner of Maple Bear Canadian School Mogi das Cruzes

“

I've witnessed how hosting international students allows families to engage with diverse cultures firsthand, deepening their understanding of different worldviews.

I'm so lucky to have seen how the international student program acts as a bridge, connecting cultures, enriching lives, and shaping a more inclusive community. The partnership between the school and the international student program demonstrates how education can be a powerful force for change, benefiting not only the students directly involved but also the schools, families, and communities that welcome them.

Matthew Kernighan

Former Homestay Coordinator and Curriculum Coordinator at ASD-S



PILLAR 02 OUR PROGRAMS

Expanding global access to education

The New Brunswick Anglophone sector curriculum is celebrated worldwide for its quality, relevance, and value to learners. Designed to nurture foundational skills like literacy and numeracy and broader global competencies, it equips students to thrive in a rapidly changing world.

NEW BRUNSWICK INTERNATIONAL STUDENT PROGRAM

Our team provides students ages 11-18 with the opportunity to come to New Brunswick, study in the Anglophone sector of the New Brunswick public education system and live with a New Brunswick family.

Over the years, thousands of students from across the globe have benefited from this life-changing experience and now call New Brunswick home.

IN 2023-2024

875

students participated

50

participating NB middle and high schools

96

agencies partnered

792

participating homestays

**36 countries****16 graduates**

chose NB as their destination of choice for post-secondary education.



NEW BRUNSWICK OFFSHORE SCHOOLS PROGRAM

The offshore school's team works with schools outside of New Brunswick, accrediting them to offer the New Brunswick curriculum. More than 50 schools worldwide have been accredited to provide this world-class curriculum to their students. Each year, more than 5,000 students across 11 countries study our curriculum.

IN 2023-2024



51

participating schools

649

potential graduates

17

partnerships

5,230

students enrolled

8 new schools committed

NEW BRUNSWICK STUDY ABROAD PROGRAM

In 2021, AEI, with the support of its board of directors, created the Study Abroad Program. The goal of the program is to provide deserving students with a fully funded scholarship to spend one year in a different country, learning about a new community, culture, and curriculum.

In 2023-2024, six deserving students participated in our Study Abroad Program

Additionally, the Study Abroad Committee within AEI made their selections for the 2024-2025 school year, offering seven students this opportunity of a lifetime.



Germany



Argentina



Germany



Switzerland

PILLAR 03 OUR STUDENTS

An education that opens doors

At AEI, we believe that everyone deserves access to world-class education.

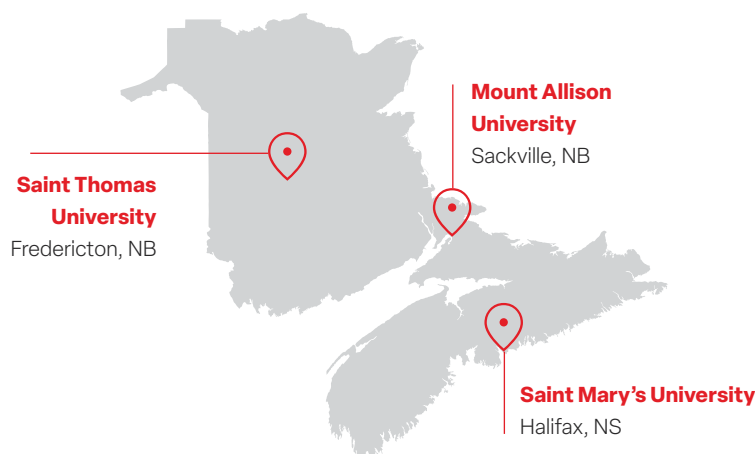
As an organization, we create defining experiences through diverse partnerships

and educational opportunities. From welcoming students into New Brunswick to sharing our world-class curriculum globally, AEI transforms education with a commitment to quality, integrity, and heart

CONTINUING A MEANINGFUL EDUCATION IN NEW BRUNSWICK

AEI has partnered with three Atlantic Canadian universities to offer tuition reduction and scholarship opportunities to our international students

Post-Secondary Opportunities



“

The New Brunswick Program at Maple Bear, Guatemala, has opened doors for me that would not have otherwise been open. I graduated with a New Brunswick diploma from my school in Guatemala and enrolled at St. Thomas University to pursue my undergraduate degree in Canada.

Thank you, AEI. This program has transformed my life.

”

Sofía Moreno,

Graduate from the NB Program in Guatemala



LEARN MORE ABOUT THE IMPACT OUR STUDENTS HAVE:

“

Getting on the plane to go seemed like the hardest thing I'd ever do. The truth is ... getting on the plane to come home was.

Rowan

📍 Destination: Argentina



“

It is incredibly rewarding to see the visiting students thrive and succeed, knowing that I've played a part in making their transition smoother. The connections I build with students, families, and schools enrich my life, and I look forward to continuing to support these wonderful young people as they embark on their educational journeys.

Sacha Koumbias,

🏠 Homestay Coordinator

“

My family and I have hosted 13 international students and have been fortunate enough to have witness their eagerness to explore extracurricular activities, meet new friends and witness their commitment to learning English as a second language. Each hosting experience is different, and wonderful. We've shared cultures, we've shared languages, and we've shared our home and our family with our students.

Pam Jackson

Host Mom



This experience not only broadened my perspective on the world but it changed my life .. for the better!

Grace

📍 Destination: Germany

“



My year in Argentine was crazy, it was intense, emotionally draining, but also beautiful. If I could, I would do it all over again!

Karise

📍 Destination: Argentina

We have met some wonderful kids from different areas of the world and continue to have relationships with them. We see a unique opportunity in this program. We believe that someday our children will want to travel the world and it is comforting to know that they have built these relationships. Hosting an international student is exciting and challenging and we LOVE it!

Shantel, Chris and family

“

"My time abroad was filled to the brim with new experiences and exposed me to a whole new world; helping me grow and mature into the person I am today."

Ethan

📍 Destination: Germany



PILLAR 04 OUR BRAND

Let's Learn, Grow, and Change the World Together!

At AEI, we enrich the lives of students worldwide with transformative educational experiences. We are driven to connect global learners with the excellence of New Brunswick's education system, providing them with the

foundation they need to thrive in an interconnected world.

Our core values are the principles that guide everything we do as an organization.

Our core values

QUALITY

We believe in excellence and strive to deliver the highest standard in everything we do.

INCLUSIVITY

We are committed to providing access to exceptional education for everyone.

CONNECTION

We form deep, personal connections that help make a meaningful difference.

DEDICATION

We are passionate about creating life-changing experiences that positively affect individuals and communities.

INTEGRITY

Honesty, transparency, and accountability are the foundation of our actions.

COMMUNITY

We foster a supportive community around our global learners to ensure their success throughout their educational journey.

Our History

In 1997, the founding members of AEI had a dream of connecting global learners to New Brunswick's world-class education. What began with one partner and a small number of accredited offshore schools has grown into the country's largest offshore school program and one of its largest international student programs.

AEI's success is backed by the support of the New Brunswick Department of Education and Early Childhood Development as its only authorized agency in the Anglophone sector to promote and distribute its educational programs and resources internationally.

Our Promise

At AEI, our promise is to provide eye-opening, life-changing experiences for global learners, understanding that quality education has the power to improve the future of individuals, communities, and entire economies.

As an organization tasked with sharing New Brunswick's values and curriculum with the world, we are steadfastly committed to quality and the pursuit of excellence in everything we do.

A main strategic priority for AEI over the past three years has been **strategic and sustainable growth** across our business lines. Throughout the 2023-

2024 fiscal year, each of our business lines and our corporate services team focused on building resources and implementing systems that improve the quality of the services we deliver to our clients externally and our team internally.

FROM gathering our team to collectively and collaboratively build a brand that better reflects the organization we have and the work we do...

TO revamping how we support and train our team and our clients using a multi-channel training model...

TO ending the year with the launch of new internal software systems and databases that provide enhanced tracking capabilities and more timely and accurate information organization wide.

Over the next year, we look forward to closing off our current strategic plan and building a new strategic plan to track the organization's progress as we move toward 2030!



Board of Directors

Ryan Donaghy

Chair and Deputy Minister,
Education and Early
Childhood Development
(Anglophone Sector)

Tiffany Bastin

Vice Chair and Assistant
Deputy Minister, Education and
Early Childhood Development
(Anglophone Sector)

Lana Tingley Lacroix

Chief of Protocol,
Intergovernmental Affairs

Ronnie Stewart

Strategic Analyst, Post-Secondary
Education, Training and Labour

Cameron Bodnar

Director, Opportunities
New Brunswick

David McTimoney

Superintendent, Anglophone
School District West

Kathy Whynot

Learning Specialist, Education
and Early Childhood Development
(Anglophone Sector)

Our Team

Executive team



**John
McLaughlin**

President & Chief
Executive Officer



Megan Stevenson

Vice President & Chief
Operating Officer

Corporate team



Nancy Léger

Financial
Controller



Holly Lydon

Finance
and Human
Resources
Support Officer



**Katelyn
Thibodeau**

Social Media
Content Creator



**Dawn
Weatherbie**

Education
and Training
Specialist

New Brunswick International Student Program



Jeff Holder

Director



**Christina
Campbell**

Admissions
Coordinator



**Caroline
Kennedy**

Office
Administrator



**Marie
Mourant**

Client Success
Coordinator



**Debbie
Thomas**

Regional
Manager
(ASD-S)



**Wendy
Brooks**

Homestay
Administrator
(ASD-S)



Debbie Walls

Regional Manager
(ASD-N)



**Mary
Waddell**

Regional
Manager
(ASD-W)



**Samantha
Frenette**

Homestay
Administrator
(ASD-W)



Chris West

Regional
Manager
(ASD-E)



**Heather
Bourque**

Homestay
Administrator
(ASD-E)



**David
Hunter**

Homestay
Administrator
(ASD-N)

New Brunswick Offshore School Program



Terry Currie

Director



Greg Tucker

Education
Specialist



**Jenny
Fawcett**

Education
Specialist



**Stephanie
Underhill
Tomilson**

Education
Specialist

Financial Statements

Year ended August 31, 2024

ATLANTIC EDUCATION INTERNATIONAL INC.**Index to Financial Statements****Year Ended August 31, 2024**

	Page
INDEPENDENT AUDITOR'S REPORT	1 - 2
FINANCIAL STATEMENTS	
Statement of Financial Position	3
Statement of Changes in Net Financial Assets	4
Statement of Operations and Accumulated Surplus	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 11

INDEPENDENT AUDITOR'S REPORT

To the Members of Atlantic Education International Inc.

Opinion

We have audited the financial statements of Atlantic Education International Inc., which comprise the statement of financial position as at August 31, 2024, and the statements of operations, changes in net financial assets and cash flow for the year then ended in accordance with Canadian public sector accounting standards.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at August 31, 2024, and the results of its operations and its cash flow for the year then ended in accordance with Canadian public sector accounting standards.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the organization in accordance with 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.

Emphasis of Matter

We draw attention to the prior period adjustment of Note 12, which explains that certain comparative information presented for the year ended August 31, 2023 has been restated. Our opinion is not modified in respect of this matter.

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 Canadian accounting standards for private enterprises, 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 Organization's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.

(continues)

**teed saunders
doyle** | chartered professional
accountants
& advisors

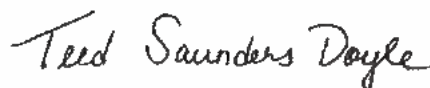
Independent Auditor's Report to the Members of Atlantic Education International Inc. *(continued)**Auditor's Responsibilities for the Audit of the Financial Statements*

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 generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization'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 Organization'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 Organization 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.



Fredericton, New Brunswick
June 24, 2025

CHARTERED PROFESSIONAL ACCOUNTANTS

teed saunders
doyle | chartered professional
accountants
& advisors

ATLANTIC EDUCATION INTERNATIONAL INC.

Statement of Financial Position

August 31, 2024

	2024	2023 <i>(Restated)</i>
ASSETS		
Cash	\$ 11,805,999	\$ 10,402,535
Accounts receivable <i>(Note 4)</i>	<u>800,233</u>	<u>796,149</u>
	<u>12,606,232</u>	<u>11,198,684</u>
LIABILITIES		
Accounts payable and accrued liabilities <i>(Note 5)</i>	620,633	402,197
Deferred revenue <i>(Note 6)</i>	6,844,261	6,570,329
Special project reserve <i>(Note 7)</i>	<u>3,706,354</u>	<u>2,887,705</u>
	<u>11,171,248</u>	<u>9,860,231</u>
NET FINANCIAL ASSETS	<u>1,434,984</u>	<u>1,338,453</u>
NON-FINANCIAL ASSETS		
Prepaid expenses	126,563	119,448
Tangible capital assets <i>(Note 8)</i>	<u>48,496</u>	<u>52,992</u>
	<u>175,059</u>	<u>172,440</u>
ACCUMULATED SURPLUS	<u>\$ 1,610,043</u>	<u>\$ 1,510,893</u>
LEASE COMMITMENTS <i>(Note 11)</i>		

ON BEHALF OF THE BOARD

X David M. J. Jones Director
J. R. [Signature] Director

ATLANTIC EDUCATION INTERNATIONAL INC.**Statement of Changes in Net Financial Assets****Year Ended August 31, 2024**

	2024	2023 <i>(Restated)</i>
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES FOR THE YEAR	\$ 99,150	\$ (177,978)
Amortization of tangible capital assets	14,881	6,831
Purchase of tangible capital assets	(10,385)	(59,823)
Increase in prepaid expenses	(7,115)	(86,618)
	<u>(2,619)</u>	<u>(139,610)</u>
INCREASE (DECREASE) IN NET FINANCIAL ASSETS	96,531	(317,588)
NET FINANCIAL ASSETS - BEGINNING OF THE YEAR - AS PREVIOUSLY REPORTED	1,628,415	1,719,046
PRIOR PERIOD ADJUSTMENTS <i>(Note 12)</i>	(289,962)	(63,005)
NET FINANCIAL ASSETS - BEGINNING OF YEAR - AS RESTATED	1,338,453	1,656,041
NET FINANCIAL ASSETS - END OF YEAR	\$ 1,434,984	\$ 1,338,453

ATLANTIC EDUCATION INTERNATIONAL INC.
Statement of Operations and Accumulated Surplus
Year Ended August 31, 2024

	Budget (Unaudited)	2024	2023 (Restated)
Revenues			
Tuition fees	\$ 6,328,250	\$ 6,796,333	\$ 6,429,390
Host family fees	5,754,880	5,785,246	5,026,690
Student school fees	2,088,261	2,042,014	2,106,144
Reimbursements and other	547,162	993,190	705,917
Application, orientation and other fees	534,800	795,084	506,120
Insurance fee	342,700	439,120	396,920
	<u>15,596,053</u>	<u>16,850,987</u>	<u>15,171,181</u>
Expenses			
Programs			
Host family stipends	5,059,200	4,950,906	4,482,570
Host family coordinator stipends	832,680	832,431	780,399
Other program costs (Note 9)	2,600,393	2,877,907	2,628,143
Overheads and general			
Amortization	-	14,881	6,831
Bad debts	100,000	492,465	82,130
Marketing and promotion	50,000	199,047	92,185
Meeting expense	12,500	2,588	1,230
Office rent	114,000	100,160	96,255
Office supplies	54,250	29,500	37,694
Other	68,799	39,784	36,265
Telephone	35,000	44,208	33,222
Travel	35,000	55,376	32,206
Wages and benefits	1,985,133	1,742,484	1,796,971
	<u>10,946,955</u>	<u>11,381,737</u>	<u>10,106,101</u>
Excess Of Revenue Over Expenses Before Transfers	<u>4,649,098</u>	<u>5,469,250</u>	<u>5,065,080</u>
Transfers to schools and districts	(4,370,288)	(3,920,100)	(3,859,578)
Transfers to special project reserve	(50,000)	(1,000,000)	(1,115,000)
Transfers to AEI reserve	(200,000)	(347,049)	(200,000)
Transfers to innovation fund	-	(102,951)	(68,480)
	<u>(4,620,288)</u>	<u>(5,370,100)</u>	<u>(5,243,058)</u>
Excess (Deficiency) of Revenue Over Expenses For The Year	<u>28,810</u>	<u>99,150</u>	<u>(177,978)</u>
Accumulated Surplus - Beginning of Year			
- As previously reported		1,800,855	1,751,876
Prior Period Adjustments (Note 12)		<u>(289,962)</u>	<u>(63,005)</u>
Accumulated Surplus - Beginning of Year			
- As restated		<u>1,510,893</u>	<u>1,688,871</u>
Accumulated Surplus - End of Year		<u>\$ 1,610,043</u>	<u>\$ 1,510,893</u>

ATLANTIC EDUCATION INTERNATIONAL INC.**Statement of Cash Flows****Year Ended August 31, 2024**

	2024	2023 (Restated)
Operating Activities		
Excess (deficiency) of revenue over expenses for the year	\$ 99,150	\$ (177,978)
Item not affecting cash:		
Amortization of tangible capital assets	14,881	6,831
	<u>114,031</u>	<u>(171,147)</u>
Changes in assets and liabilities:		
Accounts receivable	(4,084)	(405,339)
Prepaid expenses	(7,115)	(86,619)
Accounts payable	218,436	(340,735)
Deferred revenue	273,932	975,662
	<u>481,169</u>	<u>142,969</u>
	<u>595,200</u>	<u>(28,178)</u>
Investing Activity		
Purchase of tangible capital assets	(10,385)	(59,823)
Special project reserve	818,649	571,052
	<u>808,264</u>	<u>511,229</u>
Increase in Cash During The Year	1,403,464	483,051
Cash Position At Beginning Of Year	10,402,535	9,919,484
Cash Position At End Of Year	\$ 11,805,999	\$ 10,402,535

ATLANTIC EDUCATION INTERNATIONAL INC.

Notes to Financial Statements

Year Ended August 31, 2024

1. NATURE OF OPERATIONS

Atlantic Education International Inc. is a company with a mandate from the New Brunswick Minister of Education and Early Childhood Development (EECD) to undertake educational initiatives of an international nature. The company is primarily involved with exporting the New Brunswick school curriculum and recruiting international students to study in New Brunswick schools. Atlantic Education International Inc. is a government business enterprise of the Province of New Brunswick and therefore exempt from income tax.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian public sector accounting standards (PSAS). Canadian public sector accounting standards are part of Canadian GAAP.

Financial instruments

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

Cash and cash equivalents

Cash includes cash and cash equivalents. Cash equivalents are investments in treasury bills and are valued at cost plus accrued interest. The carrying amounts approximate fair value because they have maturities at the date of purchase of less than ninety days.

At year end, \$3,706,354 (2023 - \$2,887,705) of the total cash balance is restricted for special project reserves.

Use of estimates

The preparation of financial statements in conformity with Canadian public sector accounting standards requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Tangible capital assets

Tangible capital assets are stated at cost or deemed cost less accumulated amortization and are amortized over their estimated useful lives on a declining balance basis at the following rates and methods:

Computer equipment	30% declining balance method
Furniture and fixtures	20% declining balance method
Leasehold improvements	straight-line method

The organization regularly reviews its tangible capital assets to eliminate obsolete items.

Tangible capital assets acquired during the year but not placed into use are not amortized until they are placed into use.

(continues)

ATLANTIC EDUCATION INTERNATIONAL INC.

Notes to Financial Statements

Year Ended August 31, 2024

2. SIGNIFICANT ACCOUNTING POLICIES *(continued)*Capital management

The organization considers its capital to be its accumulated surplus which is \$1,610,043 as at August 31, 2024. The organization's primary objective when managing capital is to continue as a going concern and adequately fund its programs, services and operations.

Revenue recognitionServices

The organization's services are generally provided based upon orders or contracts with its customers that include fixed or determinable prices based upon monthly, daily, hourly or job rates. Revenue is recognized over the term of the contract as the services are provided.

Interest income

Interest income is recognised as interest accrued on a time basis by reference to the principal outstanding and to the effective interest rate applicable. The effective interest rate applicable is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

Deferred revenue

The organization's services are generally provided based upon contracts with its customers. Amounts received for services that will be performed in future years are deferred until the services are provided.

Foreign currency translation

Accounts in foreign currencies have been translated into Canadian dollars using the temporal method. Under this method, monetary assets and liabilities have been translated at the year end exchange rate. Non-monetary assets have been translated at the rate of exchange prevailing at the date of transaction. Revenues and expenses have been translated at the average rates of exchange during the year, except for amortization, which has been translated at the same rate as the related assets.

Foreign exchange gains and losses on monetary assets and liabilities are included in the determination of earnings.

3. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of August 31, 2024.

Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk from customers. In order to reduce its credit risk, the organization reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The organization has a significant number of customers which minimizes concentration of credit risk.

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The organization is exposed to this risk mainly in respect of its receipt of funds from its customers and other related sources and accounts payable.

(continues)

ATLANTIC EDUCATION INTERNATIONAL INC.
Notes to Financial Statements
Year Ended August 31, 2024
3. FINANCIAL INSTRUMENTS (continued)
Currency risk

Currency risk is the risk to the organization's earnings that arise from fluctuations of foreign exchange rates and the degree of volatility of these rates. The organization is exposed to foreign currency exchange risk on cash, accounts receivable, and accounts payable held in U.S. dollars. The organization does not use derivative instruments to reduce its exposure to foreign currency risk.

Unless otherwise noted, it is management's opinion that the organization is not exposed to significant other price risks arising from these financial instruments.

4. ACCOUNTS RECEIVABLE

	2024	2023 (Restated)
Accounts receivable - trade	\$ 1,202,268	\$ 1,752,199
Accounts receivable - True North	170,665	301,346
	1,372,933	2,053,545
Allowance for doubtful accounts	(572,700)	(1,257,396)
	<u>\$ 800,233</u>	<u>\$ 796,149</u>

During the year, the organization allowed for and expensed \$492,465 as bad debts.

5. ACCOUNTS PAYABLE

	2024	2023 (Restated)
Accounts payable and accrued liabilities	\$ 597,371	\$ 375,518
Government remittances payable	23,262	26,679
	<u>\$ 620,633</u>	<u>\$ 402,197</u>

6. DEFERRED REVENUE

	2024	2023 (Restated)
Tuition fees	\$ 3,015,188	\$ 2,792,998
Host family fees	2,905,428	2,603,865
Other program fees	545,798	14,600
Home stay coordinators	32,800	17,200
Insurance fees	800	234,678
Orientation fees	-	63,400
	6,500,014	5,726,741
Student school fees	344,247	843,588
	<u>\$ 6,844,261</u>	<u>\$ 6,570,329</u>

ATLANTIC EDUCATION INTERNATIONAL INC.

Notes to Financial Statements

Year Ended August 31, 2024

7. SPECIAL PROJECT RESERVE

The special project reserve is a liability recorded by management to recognize on-going financial commitments for designated activities.

	2024	2023
Education and Early Childhood Development	\$ 873,883	\$ 914,077
Education and Early Childhood Development - Innovation Fund	180,273	68,480
Special Projects Reserve	2,105,148	1,705,148
AEI Reserve Fund	547,050	200,000
	<u>\$ 3,706,354</u>	<u>\$ 2,887,705</u>

8. TANGIBLE CAPITAL ASSETS

	Cost	Accumulated amortization	2024 Net book value	2023 Net book value
Computer equipment	\$ 10,385	\$ 1,558	\$ 8,827	\$ -
Furniture and fixtures	16,899	4,732	12,167	15,209
Leasehold improvements	42,924	15,422	27,502	37,783
	<u>\$ 70,208</u>	<u>\$ 21,712</u>	<u>\$ 48,496</u>	<u>\$ 52,992</u>

9. OTHER PROGRAM COSTS

	Budget (Unaudited)	2024	2023
Student recruitment	\$ 1,246,020	\$ 1,596,210	\$ 1,428,632
Student transportation and visitation	71,000	300,363	124,267
Professional development	-	52,414	33,985
Student insurance	270,602	257,907	479,892
Online courses - St. Lucia	-	-	15,988
Other	1,012,771	671,013	545,379
	<u>\$ 2,600,393</u>	<u>\$ 2,877,907</u>	<u>\$ 2,628,143</u>

ATLANTIC EDUCATION INTERNATIONAL INC.

Notes to Financial Statements

Year Ended August 31, 2024

10. RELATED PARTY TRANSACTIONS

Expense transactions in the normal course of operations with N.B. Minister of Finance (Province of New Brunswick) are as follows:

	2024	2023
Transfers to schools and districts	\$ 3,920,100	\$ 3,859,578
Wages and benefits	357,313	321,297
Subscriptions and membership fee	100,000	103,432
Telephone	22,914	14,211
Student transportation	245	1,674
Office supplies	745	4,955
Other	29,523	(53,685)
	<u>\$ 4,430,840</u>	<u>\$ 4,251,462</u>

All related party transactions are recorded at the exchange amount as established and agreed to by the related parties and are subject to normal trade terms. Accounts payable and accrued liabilities include \$272,875 (2023 - \$106,578) owing to the N.B. Minister of Finance.

The organization is related to N.B. Minister of Finance as it is a government business enterprise of them.

11. LEASE COMMITMENTS

The organization has a long term lease with respect to its premises. Future minimum lease payments are as follows:

2025	\$ 42,507
2026	44,125
2027	<u>40,448</u>
	<u>\$ 127,080</u>

The organization will also be charged operating expenses that will be based on actual costs and therefore are unable to be disclosed.

12. PRIOR PERIOD ADJUSTMENTS

The August 31, 2023 financial statements have been restated for corrections of accounting errors. This resulted in a restatement of fiscal 2023 financial results as follows: an increase of \$144,481 to accounts receivable, a decrease of \$121,880 to accounts payable, an increase of \$556,323 to deferred revenue, a decrease of \$226,957 to revenues, a decrease of \$63,005 to opening net financial asset, and a decrease of \$63,005 to opening accumulated surplus.

13. COMPARATIVE FIGURES

Some of the comparative figures have been reclassified to conform to the current year's presentation.





ATLANTIC
EDUCATION
INTERNATIONAL