

### **2022 Annual Report**





### **PURPOSE**

# Serving to place the Living Word of God worldwide in Joint Ministry with Bible League Canada.



### **BFM CORE VALUES**

**Christ-centred** - All our discussions and actions reflect our faith and belief that Christ is the centre of this Ministry.

**Volunteerism -** We celebrate that the success of Mission Thrift Store is driven by volunteerism.

Joint Ministry with Bible League Canada – We have a mandate and desire to financially support Bible League Canada's global ministry.



**Integrity** - We are consistently truthful and honest in all our actions, reflecting uncompromising adherence to Godly principles and values.

**Sustainable Growth** - We believe that responsible, stewardly and sustainable growth is an integral element to the long-term success of our organization.

**Innovation** - We consistently and earnestly strive to be adaptable to new and efficient business processes and ideas.



# Salle more than money.

Learn about the worldwide impact of shopping at Mission Thrift Store at

missionthriftstore.com/mission



# 2022 Annual Report

- 7 CEO's Report Steve Klassen
- 10 2022 Highlights
- 17 Board of Directors' Report Dianne Swinemar, Chair
- 21 BLC President's Report Paul Richardson
- 24 2022 Ministry Result Summary
- **26** Financial Statements



### CHIEF EXECUTIVE OFFICER'S REPORT

### STEVE KLASSEN



Brief Thoughts About 2022

# Stronger TOGETHER.

As I reflect on my five years with this amazing organization, I recall the question I was asked during my interview: "Steve, many of our stores are struggling, our volunteer numbers are down, we have a significant debt issue and the cost to open new stores is increasing rapidly. How are you going to turn things around? How will you bring back our volunteer numbers and restore life and vitality to stores that are struggling?"

My answer was rooted in what I had researched and experienced during my initial store tour. I had witnessed store volunteers and staff pouring out care and love for shoppers. I had experienced the deep appreciation that our receivers expressed for donations – literally hands up high – when a receiver approached my vehicle. They were so authentically grateful for my donation.

I had caught the vision.

Inspired by this vision, I ran out to a store and purchased 10 high-quality washcloths that looked like blankets. During my final interview, I was given an opportunity to speak. I pulled out the washcloths/blankets and shared a fictional story about a single mom who visited one of our stores with her newborn baby. The volunteers and staff warmly welcomed her with a big smile and a friendly embrace.

As the single mom made her way through the store, she was approached by another volunteer who asked if she could help her find anything. The mom replied that she was looking for a blanket for her newborn baby, because their basement apartment was cold. Joyfully, the volunteer led her to the linen section where they searched and found the best warm blankets. The volunteer asked the young mom to put her hand inside the blankets and asked her what she felt. The mom replied that she felt warmth deep within.

### CHIEF EXECUTIVE OFFICER'S REPORT

They loaded her cart with everything she needed and more. The young mom was hesitant and expressed concern that she had little money, but the volunteer assured her that it would be ok. The volunteer led the young mom to the cash register, sharing a knowing look with the manager. The person at the cash register had a big smile and announced that all the items were free of charge. Through tears, the young mom gratefully accepted the desperately needed gifts. Hugs were exchanged all around, and the volunteers and staff assured her that she was always welcome.

That night, the child and young mother slept well.

After sharing this story with our Board Directors, I gave out the blankets and asked them to put their hands over them to feel the warmth. This, I explained, is how we will see a recovery of volunteers, address our debt issue and achieve sustainable growth – by pouring out Jesus' love in our stores every day across our great land and then through the great work of Bible League, in Canada and almost fifty countries around the world. This is how we will achieve unity and bring together our 50+ Mission Thrift Stores with the Foundation to serve in harmony all while increasing our funding support of Bible League.

The board appreciated the analogy and offered me the position, and I have now served this amazing organization for five years. Looking back, I am deeply appreciative of the many friends I have made. I am also deeply moved by the outpouring of love to the local community and around the world. I cannot imagine a better organization doing better work! Our environmental impact is phenomenal, and we have a great impact on our local communities as we provide a fantastic place for people to become friends and to support one another through challenging times. We offer affordable products and, of course, our primary purpose to raise funds for BLC in Canada.



### Stronger TOGETHER:

# An Analogy.

Through a conversation with a group of Mission Thrift Store stakeholders, one of our managers came up with an analogy: our organization is like a three-legged stool. The "seat" represents the whole organization: our Mission Thrift Stores, the many volunteers, staff and board members who make our stores possible, Bible League Canada, BFM Support Centre and the BFM Foundation Board. The "legs" represent our 3 areas of impact: the impact we make in our communities, our national & global impact, and our positive impact on the environment.



Creative Commons license - (CC BY-SA 2.0) Some rights reserved by neil cummin

# **2022 Highlights**

Here's a snapshot of some of the amazing progress and activity we saw in our regions across Canada.









### **Region 1 - British Columbia**

- New manager Lisa Paarup started in Duncan
- Conversations started in Duncan about expansion, resulting in a grand opening of the new space & doubling their size
- Started national board workshops provided for training and growth available to all Board members
- BC managers retreat in Victoria, BC was a time of learning and fellowship
- Chilliwack 2 celebrated 25 years
- Langley celebrated 30 years
- Chilliwack 1 on-boards new manager Chris Kohli





### Region 2 - Alberta, Saskatchewan & Manitoba

- Red Deer celebrated 30 years
- Edmonton 1 celebrated 30 years and closed their doors gracefully; celebration attended by CEO Steve Klassen and Bible League President Paul Richardson
- Edmonton 2 opened July 23rd
- Lethbridge Christmas store was a great success!
- Many stores with Volunteer Champions held volunteer recruitment drives in their areas with great success
- On-boarding of new managers for Edmonton 2 (Kris Reiniger) & Red Deer (Debi Reed)
- Hosted weekly Zoom meetings for ongoing manager support
- Hosted monthly calls for Board Chairs to come together in support and networking



















### **Region 3 - Ontario West**

- London South opened February 11th-12th
- London North celebrated 10 years;
  3 new managers between both London locations - Yvonne Simms GM, Marco Peeters in North location, Joel Caughell in South location
- New manager Scott Pinches & record sales at Kitchener store
- Brantford store will celebrate 20 years in 2023
- Guelph will celebrate 20 years in 2023
- Fergus on-boarded a new store manager Doug Calder, celebrated 10 years & significantly increased their contributions
- St. Thomas managed large CapEx projects (roof, heating units, new driveway) while maintaining BLC contributions
- New manager Jeff Fieldus for Chatham store
- Windsor relocated and reopened in December
- Sarnia grand opening May 7th BFM pilot store
- Successful Strategic Planning Session in St. Thomas





### **Region 4 - Ontario Central**

- Burlington celebrated 28 years and has now joined the Hamilton store as they relocate
- Dundas signed a new lease and are expanding their store
- Beamsville will celebrate 20 years in 2023
- Owen Sound will celebrate 10 years in 2023
- Newmarket will be hosting a "Grand Re-opening" in 2023; soft opening broke many sales records
- Mississauga will celebrate 5 years in 2023
- St. Catharines just completed store renovations for more floor space
- Hamilton added a second floor to accommodate growth
- Successful strategic planning sessions in Mississauga



















### **Region 5 - Ontario East**

- Great engagement and feedback from our Annual Managers retreat for learning and time together
- Stores working together collaboratively in sharing resources, etc.
- Successful strategic planning session in Lindsay
- First ever official volunteer in BFM (outside board) – Sharon Cracknell as an HR Business Partner
- Four stores broke their previous highest month ever in sales





### Region 6 - Atlantic Canada

- Colin Nowlan starts as Regional Director
- CEO visited stores to help with onboarding new Regional Director
- Managers from the region came together for the first time for a time of learning, growth and fellowship
- COO visited all stores in the region
- Several stores set records for sales/contributions
- Conversations and exploration for organic growth in Charlottetown
- Store budgeting supported by KPI worksheet rollout













### BOARD OF DIRECTORS' REPORT

DIANNE SWINEMAR, M.M., DCNL, D.C.L.



The theme for the 2023 Annual General Meeting and our time together is aptly called "Stronger Together". We have based this on Matthew 18:20 "For when two or three gather in My name, there am I with them." There have been many "gatherings" over the past year of three or more participants, with most of the meetings being virtual gatherings. We can gauge the Lord's presence in our work by the tremendous outcomes witnessed this past year.

**In 2022, we started a new tradition** of having a Board Director contribute an article to the monthly Communique newsletter. This was a great opportunity for us to share on variety of topics within the broader organization. We sincerely hope to continue that tradition going forward.

In September, we held a Board meeting and spiritual retreat at Stayner Christian Camp in Ontario. This was a wonderful opportunity to get to know each other and presenter Greg Taylor, a local Business Leader who specializes in strategy development. Our Board again met in person in St. Catharines. This gave us the opportunity to hold our meetings, tour Bible League Canada, and then travel to Lakemount Worship Centre for fellowship and to share a meal. BLC team member Bob Beasley gave a very interesting presentation on "Spirituality of Governance".

**To sum up, the year was eventful,** we were able to meet in person again, and the Mission Thrift Stores thrived. When I was told that \$9.2 million had been raised this past fiscal year for ministry work, I was awestruck. God has been so good to this Joint Ministry. The credit goes to everyone involved at the store level and to our Support Centre team. You have made this happen by the Grace of God.

### BOARD OF DIRECTORS' REPORT

Much of our time and attention has been on the Potential Restructure discussion, striving and strategically moving toward our optimal organizational structure.

A Joint Task Force of BLC and BFM was established to review the financial stability concerns we had identified as a Board. Support Centre Staff launched a Restructure Advisory Council, made up of Store Board Directors, Store Managers, BFM Staff, the Vice Chair, Doug Moore, and myself. Through legal advisement we have been studying and discussing what a restructure would entail, how this could be accomplished. and more importantly, how this could support and strengthen the organization in all aspects. Our goal is to create a healthy, thriving organization that will achieve our mission goal of contributing \$20 million in funding annually to Bible League Canada by 2030!





I must extend a very special thank you to our CEO Steve Klassen for his vision, dedication to the cause, and intense desire to ensure financial stability to support the growth of the Foundation and fund the work of Bible League Canada. Steve and I have met at least once a week to discuss all things BFM for the purpose of planning forward. This time has been invaluable; Steve gives everything he has to his role, and it has been my extreme pleasure to serve alongside him.

Dianne Swinemar, M.M., DCnL, D.C.L. Chairperson

Durie Dwiner

BFM Foundation Canada Board of Directors

# I would like to introduce you to my fellow Board Directors who have served you this past year:



### **Helmie Verver**

Helmie, a retired Banker, is the Bridge Member representing Bible League Canada. Helmie serves as Chairperson of the BFM Nominating Committee and serves on our Governance Committee.



### **Sue Kikkert**

Sue is BFM's Bridge Member on the Bible League Canada's Board. Sue is the Board Secretary so she serves on the Executive Committee, and also served as Chair of the Governance Committee this past year. Sue has completed a three-year term and has re-offered to serve for a second three-year term.



### **Dennis Kerber**

An accountant working in the Not-For-Profit Sector, Dennis joined the Board in June 2020 and is finishing his second year as a BFM Director. Dennis served as a member of the Nominating Committee this year.



### **Doug Moore**

A Business Consultant in the automotive leasing industry, Doug has served as the Vice-Chairperson this past year so he is a member of the Executive Committee, he serves on the Audit & Risk Committee and also serves on the Joint Task Force. Doug was re-elected at last year's AGM and is finishing the first year of his second three-year term this June.



### **Harry Van Beilen**

Harry, a retired businessman, has been serving as Treasurer and Chairperson of the Audit & Risk Committee, and is also part of the Executive Committee. Harry was re-elected at last year's AGM and is finishing the first year of his second three-year term this June.



### **Machiel Talsma**

Machiel is retired and has a background in bookkeeping. He is a member of the Board of Directors of the London Mission Thrift Store. Machiel rejoined the Board of Directors of BFM Foundation in 2021, and this past year he has been serving on the Governance Committee.



### **Marvin Vandervalk**

A businessman and entrepreneur, Marvin serves on Mission Thrift Store's Lethbridge Board. One of Marvins many roles is successfully mentoring new entrepreneurs in his community. Marvin serves on the BFM Audit Risk & Oversight Committee.



### **Taketo Mori**

Taketo is an Assistant Vice President, Sales & Marketing. Taketo joined the Board in June 2020 and this past year he has served on the Governance Committee.



### **Ross Thomson**

Ross is the newest member, having joined the Foundation Board after being elected at last year's AGM. Ross serves as a Deputy Judge of the Small Claims Court of Justice (Ontario). Ross has been serving on the Audit & Risk Committee for the past year.

# President's Report

Bible League



### PRESIDENT'S REPORT

### PAUL RICHARDSON



### We are at a time and place where we can look back and see what God has done, and know that He has preserved and continues to grow His kingdom!

Limitations created by the pandemic are on a downward trend. In the early days of the pandemic we did everything possible to preserve ministry capability, so when we returned to full capacity, the ability to do ministry would be intact. God knows what we need

In the midst of the pandemic, local champions found new ways to reach people, and ministry was able to continue. Differently, moderately, but still continue. God knows what they need.

In the past year, most pandemic restrictions have ended, and a sense of normalcy is returning. We are now able to look back and count the blessings, while looking forward at what needs to be done. Realizing that no capacity for ministry in the field was lost, and assuring ministry partners that funding

for ministry work was back to pre-pandemic levels as of August 31, 2022, is great cause for celebration!

Knowing that in-person ministry is being enhanced and gaining momentum through technology, in countries where previously no technology was being used, is a blessing.

### You Made a Difference!

In the pandemic years of 2020–2022, when **305,073** local champions received vital training and Biblical resources, you were there, with us. And, despite being confronted with ongoing challenges, your faithfulness made it possible for these local champions to share the Gospel message of Jesus Christ with **4,881,697** people, start **20,867** new churches and see **1,835,383** people become new followers of Jesus!

The Word of God, the Bible, is at the heart of all of this, and your support also meant **10,478,104** Bibles, New Testaments, and Scripture portions were placed in the eager, waiting hands of believers hungering for God's Word.

### PRESIDENT'S REPORT

Here are stories from 2 people participating in an adult ministry in Canada:

"I am Fiona. For two years, I have learned English in an ESL class (English as a Second Language) at a church in my neighbourhood. The ESL material helps me to check my learning progress. We use the Bible for reading practice. There are many interesting Bible stories that I've never heard before. The teachers are all very nice and easy to talk to. I would like to thank the church for providing us with this great learning opportunity, and I will keep working hard on learning English."



This church in Coquitlam, BC, is in its fourth year offering ESL Programs to their community.

The curriculum is specifically designed and approved as ESL and also incorporates Gospel teaching. The students learn more about the Gospel each week and are introduced to the Bible as they progress in their studies.



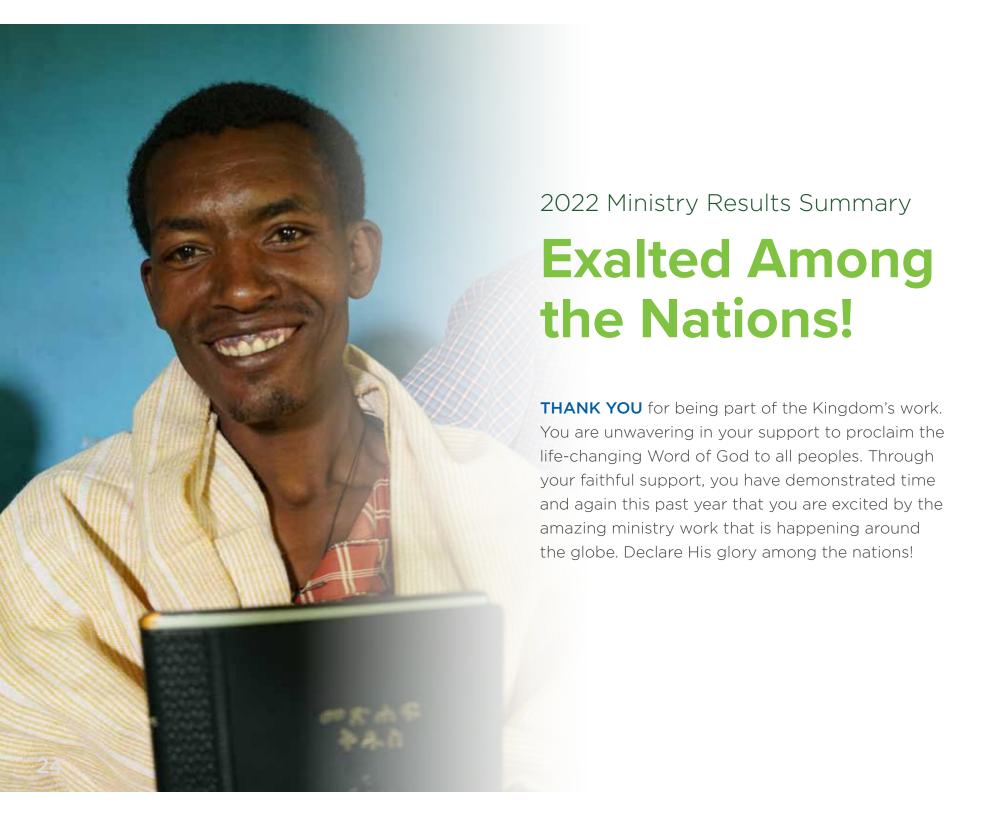
The impact of the program is evident as students have demonstrated their growth in learning English, and their understanding in the Bible. The church rejoices with each new follower of Jesus, like Fan:

"My name is Fan. I have learned English for two years. I have progressed my English. I appreciate my teachers. They gave me a lot of knowledge, and in the process of learning, I also learned more about God as I studied the Bible and learned Bible stories that deeply affected me. I asked to be baptized. I am grateful for learning so much; it was an unforgettable experience."

Because of your support, and by the grace of God, Bible League Canada's ministry is stronger than ever before. The momentum gained in the past 3 years has provided a solid foundation and clear purpose moving forward, so together we see God's name exalted among the nations! **We are stronger, together!** 

**Paul Richardson**, President Bible League Canada











### **MINISTRY RESULTS**

76,671

Leaders, Teachers and Church Planters Trained

107,390

People Baptized

1,027,007

People in Programs\*

423,378

New Followers of Jesus

516,862

Evangelistic Contacts by Church Planters

4,635

New Churches Started

"Be still, and know that I am God; I will be exalted among the nations, I will be exalted in the earth."

- PSALM 46:10 NIV

2022 SCRIPTURE RESULTS	TOTAL
BIBLES	578,422
STUDY BIBLES	24,989
NEW TESTAMENTS	231,366
CHILDREN'S PORTIONS/BOOKLETS	1,074,732
CHILDREN'S STORY BIBLES	70,856
BIBLE PORTIONS/SELECTIONS/BOOKLETS	1,986,163
TOTAL SCRIPTURES PLACED	3,966,528
DIGITAL RESOURCES**	2,243,792

<sup>\*</sup>People in programs include participants in: children's ministry, adult Bible-based literacy classes, church planter training and in new churches started.

<sup>\*\*</sup>Includes digital Scriptures, photos, maps, and video and audio Bibles.



# **Financial Statements**

Report of The Independent Auditor on The Summary Consolidated Financial Statements. To THE MEMBERS OF BFM FOUNDATION CANADA.

### **Opinion**

The summary consolidated financial statements, which comprise the summary consolidated statement of financial position as at December 31, 2022, the summary consolidated statement of operations, summary consolidated statement of changes in net assets and summary consolidated cash flow statement for the year then ended, are derived from the audited consolidated financial statements of BFM Foundation (Canada) (the "Society") for the year ended December 31, 2022.

In our opinion, the accompanying summary consolidated financial statements are a fair summary of the audited consolidated financial statements, on the basis as described in Note 1 (see pg. 29).

# **Summary Consolidated Financial Statements**

The summary consolidated financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary consolidated financial statements and the auditor's report thereon, therefore, is not a substitute for reading the Society's audited consolidated financial statements and the auditor's report thereon.

# The Audited Consolidated Financial Statements and Our Report Thereon

We expressed an unmodified opinion on the audited consolidated financial statements in our report dated May 2, 2023.

# Management's Responsibility for the Summary Financial Statements

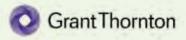
Management is responsible for the preparation of the summary consolidated financial statements on the basis as described in Note 1 (see pg. 29).

### **Auditor's Responsibility**

Our responsibility is to express an opinion on whether the summary consolidated financial statements are a fair summary of the audited consolidated financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, Engagements to Report on Summary Financial Statements.

### **Grant Thornton LLP**

Chartered Professional Accountants Vancouver, BC, Canada, May 2, 2023



# **Consolidated Statement of Operations and Changes in Net Assets**

For the year ended December 31, 2022

	2022	202
REVENUES		
Contributions by Mission Thrift Store	\$ 9,252,866	\$ 7,302,535
Facility use	3,441,446	3,468,409
Member store assessments	2,106,247	1,726,483
Interest and other income	736,078	684,889
Real estate administrative fees	499,375	511,090
Donations	267,617	175,292
New store fees	-	10,000
Government subsidies	-	(15,648)
	16,303,629	13,863,050
EXPENDITURES		
Funds to the Joint Ministry	9,280,181	7,336,914
Interest	1,723,587	1,861,493
Store development	1,493,471	1,261,450
General and administrative	842,688	651,960
Amortization	794,485	825,817
Real estate development and management	341,202	326,463
Gifts in kind transferred to stores	216,498	99,033
	14,692,112	12,363,130
EXCESS OF REVENUES OVER EXPENDITURES BEFORE TAXES	1,611,517	1,499,920
Current income taxes	440,743	481,234
Future income taxes	29,468	(83,911)
EXCESS OF REVENUES OVER EXPENDITURES	1,141,306	1,102,597
NET ASSETS, BEGINNING OF YEAR	7,018,199	5,915,602
NET ASSETS, END OF YEAR	\$ 8,159,505	\$ 7,018,199



# **Consolidated Statement of Financial Position**

For the year ended December 31, 2022

	2022	202
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 5,519,305	\$ 4,644,344
Accounts receivable	361,779	532,087
Other current assets	1,053,600	1,150,109
	6,934,684	6,326,54
Notes receivable	7,515,540	7,780,510
Property and equipment	33,331,979	35,182,220
Future income taxes	-	21,810
Prepaid rent	45,000	
	\$ 47,827,203	\$ 49,311,080
LIABILITIES		
CURRENT LIABILITIES		
Accounts payable and		
accrued liabilities	\$ 2,432,535	\$ 2,084,00
Income taxes payable	-	173,97
Current portion of long-term		
debt and notes payable	11,652,810	9,706,58
	14,085,345	11,964,56
Due to related party	234,300	234,300
Due to Bible League Canada	75,000	
Long-term debt	10,099,865	12,608,619
Notes payable	15,165,530	17,485,397
Future income taxes	7,658	
	25,582,353	30,328,316
NET ASSETS	8,159,505	7,018,199
	\$ 47,827,203	\$ 49,311,080

# **Consolidated Statement of Cash Flows**

For the year ended December 31, 2022

	2022	2021
OPERATING		
Excess of revenues over expenditures	\$ 1,141,306	\$ 1,102,597
Items not affecting cash		
Amortization	794,485	825,817
Future income taxes	29,468	(83,911)
Gain on sale of property	(007.015)	(10.001)
and equipment	(227,215)	(19,901)
Change in non-cash working capital items	281,219	2,012,900
- Capital Items	201,213	2,012,000
	2,019,263	3,837,502
FINANCING		
Due to Bible League Canada	75,000	-
Repayment of long-term debt	(1,654,348)	(2,122,654)
Decrease in notes payable	(1,228,050)	(2,035,259)
	(2,807,398)	(4,157,913)
INVESTING		
Principal repayment of notes receivable	915,125	307,045
Notes receivable issued	(535,000)	(1,099,048)
Advances to related party	-	(100,094)
Purchase of property and equipment	(43,379)	(390,845)
Proceeds from disposal of property		
and equipment	1,326,350	1,618,819
	1,663,096	335,877
INCREASE IN CASH AND		
CASH EQUIVALENTS	874,961	15,466
CASH AND CASH EQUIVALENTS		
Beginning of year	4,644,344	4,628,878
End of year	\$ 5,519,305	\$ 4,644,344

For the complete financial statements, please contact BFM Foundation Canada at finance@missionthriftstore.com

### Note to the Consolidated Summary Financial Statements

Note 1: Basis of presentation

The summary financial statements are a summary of the financial statements of BFM Foundation (Canada) for the year ended December 31, 2022. These financial statements are summarized in accordance with the following criteria:

- The summary consolidated statement of financial position summarizes assets, liabilities and net assets by attributes;
- The summary statements of operations and changes in net assets summarizes revenues and expenditures by functional categories;
- The summary statement of cash flows summarizes cash flows by type of activity; and
- The notes to the financial statements are included only to the extent necessary as to not make the summary financial statements misleading.





















## "For when two or three gather in My name, there am I with them."

— (Matthew 18:20 NIV)



For more information about our store locations, please visit missionthriftstore.com