



FAC's Report (2015)

Presented By: Denelle Richards
Date: 2nd February 2016

Team Members



- ▶ Denelle Richards – APUA
- ▶ Helma Etnel – TelEm Group
- ▶ Jimmy Rodrigues – Canto
- ▶ Francois Sutton – APUA
- ▶ Pierre Merolien – Digicel
- ▶ Diana Sirila – Digicel

Responsibilities of FAC



Advises the Board on the Financial Operations:

- ▶ Review annual reports, including the budget
- ▶ Identifying any new investment opportunities
- ▶ Ensure the internal controls are adequate
- ▶ Recommend new sources of funding

Auditor's report



- ▶ Annual reports including budgets are submitted timely and accurately
- ▶ The Management letter from the auditors does not indicate any matter that warrants any serious change to the procedure and administration
- ▶ No abnormal changes/ developments in the figures presented
- ▶ The organization received an unqualified auditors opinion

Identifying Investment Opportunities



- ▶ Revisit the policies and procedures with relations to Investments.
 - Current Investments:
 - Clico Investment Fund (51,200 units) \$184,320.00
 - Unit Trust: \$64,808.00
- ▶ Canto applies a conservative investment approach: risk averse
- ▶ No significant earnings from investment
- ▶ Exploring Investment opportunities within member countries that would provide a reasonable rate of return.

Debt Collections



- ▶ Delinquent Members and None Members
 - Accounts receivables for Sept 2015 amounted to \$748,226

- ▶ A comprehensive collections strategy should be implemented to address the outstanding arrears
 - The none members outstanding for collection amounted to \$313,877
 - A new strategy will allow Canto to pursue delinquent accounts and create a legal proceeding if needs be or instructed by the Board.

- ▶ A List of accounts with arrears will be compiled and reviewed by the FAC to create the strategy to address the delinquency.
 - It was discussed that access to Canto's scheduled events should not be granted until payment arrangements are made by these customers.

Ensure Maintenance of internal control procedures



- ▶ The applied internal control procedures are sufficient and up to standards
- ▶ The Management letter from the auditors does not indicate any matter that warrants any serious change to the IC procedures and administration
- ▶ The organization received unqualified auditors opinion

Recommend new sources of funding



- ▶ Canto Members need to brainstorm with ideas for new revenue streams.
- ▶ Revenue from Exhibitors have declined mainly from the reduction in the number of vendors registered.
 - This should be a concern for Canto, and feedback from the vendors will be crucial to identify the reasons for the decline.
- ▶ A possibility to increase the number of exhibitors could be done by promoting for a more interactive sessions between Telco companies and the vendors.

Conclusion



Balance Sheet :

- ▶ Collection of accounts receivable needs continues attention
- ▶ Investment possibilities are limited
- ▶ The organization has no long term liabilities
- ▶ Canto's Liquidity position is healthy

Income statement

- ▶ Diversification of income should be investigated
- ▶ New income generating ideas are needed
- ▶ No significant overspending and waste
- ▶ The company realized an operating loss of \$70,277