## MANAGEMENT DISCUSSION AND ANALYSIS

The review of the Corporation's financial position and operating results, after its thirteenth year of operation, should be read in conjunction with the audited financial statements on the following pages. The results for 2010/11 cover the period from April 1, 2010 to March 31, 2011, while the comparative numbers are for the period from April 1, 2009 to March 31, 2010, and the look ahead covers the period from April 1, 2011 to March 31, 2012.

#### **OVERVIEW**

#### FINANCIAL PERFORMANCE

The Corporation is governed by a Management, Operations and Maintenance Agreement signed with the federal government in 1998 for a twenty-year period, which was renewed after the initial ten-year term. 2010/11 was the third year of the current ten-year term. The financial success of the Corporation is measured by comparing the total cost of operating against the business plan established for the fiscal period.

In 2010/11, the Corporation's spending on manageable costs and asset renewal projects amounted to \$117.8 million, which breaks down into \$67.0 million of operating expenditures, \$49.3 million of regular and major maintenance, and \$1.5 million of capital expenditures. The business plan target was \$122.7 million.

#### **RESULTS OF OPERATIONS**

#### **REVENUES**

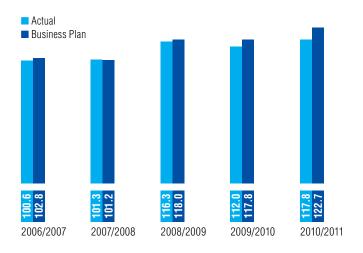
Toll revenue increased 20.9% in the fiscal year, from \$50.1 million in 2009/10 to \$60.7 million in 2010/11, after a 24.3% decrease in 2009/10. The Corporation continued to provide a 20% Cargo Toll discount for new business which generated \$2.9 million of new business in 2010/11. Other navigation revenue increased 7.2%, while power generation revenue increased 57.0%, due to the maximization of use of water at times when the spot rates were high. Investment income derived from the working capital balances increased by 161% with higher cash sums on hand and better interest rates due to a new investment product.

Capital asset acquisitions are funded by the Capital Fund Trust; the net contribution is credited to a deferred balance sheet account, and amortized on the same basis as the assets for which the contribution was made. The amortization of this deferred contribution relating to capital assets amounted to \$1.5 million in 2010/11, 6% higher than the previous year.

Overall, the Corporation's total revenue increased by 19.4% in 2010/11, to \$66.0 million, compared to the previous year's \$55.2 million total.

#### **REVIEW OF ACTUAL TO ADJUSTED BUSINESS PLAN COST**

(in millions of dollars)



#### **EXPENSES**

Operating expenses for 2010/11 relating to the management and operation of the Seaway infrastructure amounted to \$67.0 million. This represents an increase of 3.1% from the previous year, and is below the business plan target of \$69.9 million by 4.1%.

The combined salaries, wages and benefits totalled \$61.2 million, or 91% of total operating costs. The comparable figure for 2009/10 was \$58.8 million or 90% of total operating costs. Salaries and wages paid to employees amounted to \$44.6 million, an increase of 5.6% over last year's \$42.2 million. Current and future employee benefits and pension costs amounted to \$16.6 million equivalent to last year's figure. An increase in active employee health insurance offset by a decrease in accumulated employee leave resulted in employee benefits remaining stable.

The Corporation employed 575 full-time equivalents (FTEs) in 2010/11, up 0.5% from the previous year's level of 572.

All other operating costs, after allocation of salaries and wages to asset renewal, amounted to \$5.8 million for 2010/11, compared to \$6.2 million the previous fiscal year, with insurance premiums remaining the major expense at \$1.8 million.

#### ASSET RENEWAL

Asset renewal expenditures, representing the cost of maintenance and major repairs of locks, canals, bridges, buildings and other infrastructure assets excluding capital acquisitions, totalled \$49.3 million for the current year, compared to \$45.2 million in 2009/10. The approved five-year envelope for this purpose, which also includes capital expenditures, is set at \$270 million.

#### **AMORTIZATION OF CAPITAL ASSETS**

The amortization expense of \$1.6 million for the year ending March 31, 2011 was up slightly from the previous year's amount. Refer to Note 2(e) for the accounting policy detail.

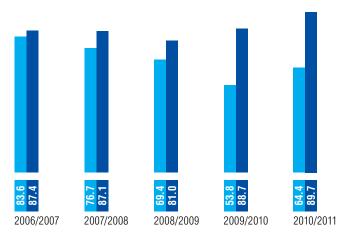
#### **COMPARISON OF ACTUAL TO ADJUSTED BUSINESS PLAN**

(in millions of dollars)



#### **REVIEW OF REVENUES**

(in millions of dollars)



#### MANAGEMENT DISCUSSION AND ANALYSIS

#### LIQUIDITY AND FUNDING - CASH FLOW

Rules regarding the liquidity and funding of the Corporation are clearly set out in the Management, Operations and Maintenance Agreement and the Capital Trust Agreement with Transport Canada. The Corporation's cash surplus or shortfall is paid to, or reimbursed by, the Capital Fund Trust.

In 2010/11, the Corporation was in a negative cash flow position. The Corporation was able to cover all of the controllable costs for the year with revenues however, for the second year, the total revenue generated, less the amortization of deferred contributions related to capital assets (\$64.4 million), was insufficient to pay for the Corporation's operating expenses of \$67.0 million. Added to the cash deficit on operation of \$2.6 million, were mandatory additional pension payments of \$17.1 million to pay down part of the pension solvency deficit and the asset renewal expenditures of \$50.8 million during the year including capital acquisitions of \$1.5 million. Refer to notes 3 and 9 of the following financial statements for explanations on the amounts owed or paid from the Capital Fund Trust for capital asset acquisitions and the contribution towards the Corporation's excess expenses over revenues.

The Corporation normally maintains the minimum working capital and cash in the bank required to meet all of its financial obligations to its employees and trade creditors. The cash level at March 31, 2011 was \$5.9 million, compared to the previous year's \$14.3 million. This cash balance is a return to the normal cash required to pay those amounts payable early in the new fiscal year.

#### **LOOKING FORWARD**

The Corporation expects an improvement in traffic and toll revenues in 2011/12 as the North American and European economies continue to emerge from the global economic crisis.

We also expect that operating expenses will be higher than 2010/11 due to an increase in maintenance infrastructure which we expect will also increase personnel-related costs.

Asset renewal expenditures, including capital asset purchases, for 2011/12 are expected to increase by \$7.2 million to reach \$58.0 million, as part of the \$270 million of asset renewal projects in the 5-year plan for the period April 1, 2008 to March 31, 2013.

## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The accompanying financial statements of the St. Lawrence Seaway Management Corporation and all information in this Annual Report are the responsibility of management.

The financial statements have been prepared by management in accordance with Canadian generally accepted accounting principles consistent with the accounting policies set out in the notes to the financial statements. Where necessary, management has made informed judgments and estimates in accounting transactions. Information contained elsewhere in the Annual Report is consistent, where applicable, with that contained in the financial statements.

In fulfilling its responsibilities, management has developed and maintains systems of internal control designed to provide reasonable assurance that the Corporation's accounting records are a viable basis for the preparation of the financial statements. Policies and procedures are designed to ensure that transactions are appropriately authorized and assets are safeguarded from loss or unauthorized use.

The Board of Directors carries out its responsibility for review of the annual financial statements principally through the Audit Committee. The Board of Directors has appointed an Audit Committee consisting of three outside directors.

The Audit Committee meets during the year, with management, the internal and external auditors, to review any significant accounting, internal control and auditing matters to satisfy itself that management responsibilities are properly discharged and to review the financial statements before they are presented to the Board of Directors for approval.

The external and internal auditors have full and free access to the members of the Audit Committee with and without the presence of management.

The independent auditors Ernst & Young LLP, whose report follows, have audited the financial statements.

Terence F. Bowles

mune & Bork

President & CEO

May 19, 2011

Karen Dumoulin

Karen Dumoulin

Director of Finance

May 19, 2011

## INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF THE ST. LAWRENCE SEAWAY MANAGEMENT CORPORATION

We have audited the accompanying financial statements of **The St. Lawrence Seaway Management Corporation**, which comprise the balance sheet as at March 31, 2011 and the statements of revenue and expenses, 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 generally accepted accounting principles, 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.

#### **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 auditors' 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 control 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 control. 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 in our audit is sufficient and appropriate to provide a basis for our audit opinion.

#### **OPINION**

In our opinion, the financial statements present fairly, in all material respects, the financial position of **The St. Lawrence Seaway Management Corporation** as at March 31, 2011 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

#### **OTHER MATTER**

The financial statements of **The St. Lawrence Seaway Management Corporation** for the year ended March 31, 2010, were audited by another auditor who expressed an unmodified opinion on those statements on April 30, 2010.

Ernst & young UP

Chartered Accountants
Licensed Public Accountants

Ottawa, Canada, May 19, 2011

## **STATEMENT OF REVENUE AND EXPENSES**

year ended March 31, 2011		
<u>(\$000's)</u>	2011	2010
Revenue		
Tolls	\$ 60,651	\$ 50,147
Other navigation revenue	1,415	1,320
Licence fees	143	144
Power revenue	1,997	1,272
Insurance recovery	_	843
Investment revenue	162	62
Gain on disposal of capital assets	37	2
Amortization of deferred contributions related to capital assets (Note 7)	1,547	1,457
	65,952	55,247
Expenses		
Öperating	66,998	65,012
Asset renewal	49,276	45,215
Amortization of capital assets	1,642	1,576
	117,916	111,803
Deficiency of revenue over expenses before contribution from Capital Fund Trust	(51,964)	(56,556)
Contribution from Capital Fund Trust for expenses (Note 9)	67,072	54,116
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES	\$ 15,108	\$ (2,440)

# STATEMENT OF CHANGES IN NET ASSETS

year ended March 31, 2011	Invested in Eq		in Equity of Opera		rested in Equity of Operating			To	Total		
(\$000's)	Capi	tal Assets		Canada		Results		2011		2010	
BALANCE, BEGINNING OF YEAR	\$	699	\$	7,820	\$	_	\$	8,519	\$	10,959	
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES		_		_		15,108		15,108		(2,440)	
Net acquisition of capital assets		1,464		_		(1,464)		-		-	
Capital assets contributions, net of amortization		55		_		(55)		_		-	
Pension plan and other benefit plans variances		-		15,231		(15,231)		_		_	
Amortization of capital assets		(1,642)		_		1,642		_			
BALANCE, END OF YEAR	\$	576	\$	23,051	\$	_	\$	23,627	\$	8,519	

## **BALANCE SHEET**

as at March 31, 2011 (\$000's)	2011	2010
CURRENT ASSETS		
Cash and cash equivalents Accounts receivable – Trade Accounts receivable – Other Due from Capital Fund Trust (Note 3) Supplies inventory Prepaid expenses	\$ 5,912 8,371 2,620 27,661 3,225 789	\$ 14,271 5,131 1,170 23,096 3,243 499
	48,578	47,410
CAPITAL ASSETS (Note 4) DUE FROM EMPLOYEE TERMINATION BENEFITS TRUST FUND (Note 5) ACCRUED BENEFIT ASSET (Note 6)	8,909 14,725 30,051	9,087 14,545 12,018
	\$102,263	\$ 83,060
CURRENT LIABILITIES		
Accounts payable and accrued liabilities Employee benefits payable Due to Employee Termination Benefits Trust Fund (Note 5)	\$ 20,378 1,717 90	\$ 19,154 1,719 21
	22,185	20,894
EMPLOYEE TERMINATION BENEFITS DEFERRED CONTRIBUTIONS RELATED TO CAPITAL ASSETS (Note 7) ACCRUED BENEFIT LIABILITY (Note 6)	14,725 8,333 33,393	14,545 8,388 30,714
	78,636	74,541
COMMITMENTS AND CONTINGENCIES (Notes 10 and 11) NET ASSETS		
Invested in capital assets Equity of Canada (Note 8)	576 23,051	699 7,820
	23,627	8,519
	\$102,263	\$ 83,060

FINANCIAL STATEMENTS APPROVED BY THE BOARD

**Terence F. Bowles** 

merce & Borb

Director

**David Muir** Director

# STATEMENT OF CASH FLOWS

year ended March 31, 2011

Acquisitions of capital assets

NET CASH (OUTFLOW) INFLOW

Proceeds from disposal of capital assets

CASH AND CASH EQUIVALENTS, END OF YEAR

CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR

(\$000's)

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES:		
OPERATING Excess (deficiency) of revenue over expenses Items not affecting cash	\$ 15,108	\$ (2,440)
Amortization of capital assets Gain on disposal of capital assets Amortization of deferred contributions related to capital assets Employee future benefits variance	1,642 (37) (1,547) (15,354)	1,576 (2) (1,457) 2,097
	(188)	(226)
Net changes in non-cash operating working capital items (Note 13)	(3,671)	4,650
	(3,859)	4,424
FINANCING  Contributions from the Capital Fund Trust towards acquisitions of capital assets (Increase) decrease in due from Capital Fund Trust	1,492 (4,565)	1,729 7,155
	(3,073)	8,884
INVESTING		

2011

(1,492)

(1,427)

(8,359)

14,271

\$ 5,912

65

2010

(1,729)

(1,633)

11,675

2,596

\$ 14,271

96

# NOTES TO THE FINANCIAL STATEMENTS

Year ended March 31, 2011 (\$000's)

#### **NATURE OF BUSINESS**

The St. Lawrence Seaway Management Corporation (the Corporation) was constituted as a not-for-profit corporation under Part II of the Canada Corporations Act on July 9, 1998. Pursuant to an agreement with her Majesty, certain assets of The St. Lawrence Seaway Authority (the SLSA), a Crown Corporation, were transferred effective October 1, 1998, to the Corporation. These assets relate to the operation of the St. Lawrence Seaway comprising a deep waterway between Montreal and Lake Erie (the Seaway). As a result of a further agreement with the Minister of Transport, the Corporation assumed responsibility for the management, operation and maintenance of the Seaway for an initial period of ten years and has now renewed for a further ten years.

The transferred assets included all of the movable capital assets, intangibles and working capital of the SLSA. Ownership of the real property, locks, bridges, buildings and other fixtures was transferred to the Government of Canada on wind-up of the SLSA.

The Corporation is the Trustee for the Employee Termination Benefits Trust Fund and for the Capital Fund Trust.

The Corporation is exempt from income tax under section 149(1)(//) of the Income Tax Act (Canada).

The Corporation was mandated to manage, operate and maintain the Seaway in accordance with a Management, Operation and Maintenance Agreement (the Agreement), which requires the Corporation to negotiate five-year business plans throughout the term of the Agreement with the Minister of Transport. The business plan includes anticipated revenues and operating costs and an "Asset Renewal Plan". The Corporation is mandated to charge tolls and other revenues to finance the operation and maintenance of the Seaway, and to recover from the Capital Fund Trust such additional funds, to eliminate operating deficits when required, in accordance with the terms of the Agreement. The current Agreement is for the period from April 1, 2008 to March 31, 2013.

#### NOTES TO THE FINANCIAL STATEMENTS Year ended March 31, 2011

**2**>

(\$000's)

#### **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The financial statements have been prepared in accordance with Canadian generally accepted accounting principles (GAAP) for not-for-profit organizations using the deferral method of accounting. A summary of significant accounting policies follows:

#### A) FINANCIAL INSTRUMENTS

All financial assets are required to be classified as either held-for-trading, held-to-maturity investments, loans and receivables or available-for-sale. All financial liabilities are required to be classified as held-for-trading or other liabilities.

The classification depends on the purpose for which the financial instruments were acquired or issued, their characteristics and the Corporation's designation of said instruments at the time of initial recognition. Settlement date accounting is used and transaction costs related to investments are expensed as incurred.

#### Classification:

Cash and cash equivalents	Held-for-trading
Accounts receivable	Loans and receivables
Due from Capital Fund Trust	Loans and receivables
Due from Employee Termination Benefits Trust Fund	Loans and receivables
Accounts payable and accrued liabilities	Other liabilities
Employee benefits payable	Other liabilities
Due to Employee Termination Benefits Trust Fund	Other liabilities

#### **HELD-FOR-TRADING**

These financial assets are measured at fair value at the balance sheet date. Fair value fluctuations including interest earned, interest accrued, gains and losses realized on disposal and unrealized gains and losses are included in investment revenue.

#### LOANS AND RECEIVABLES

These financial assets are measured at amortized cost using the effective interest rate method, less any impairment.

#### OTHER LIABILITIES

These financial liabilities are recorded at amortized cost using the effective interest rate method.

#### **B) REVENUE RECOGNITION**

Toll revenue and other service charges are recognized as revenue when persuasive evidence of an arrangement exists, service delivery has occurred, the price to the customer is fixed or determinable and collection is reasonably assured.

#### 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

#### **C) SUPPLIES INVENTORY**

Supplies inventory comprises parts and supplies used in the operation and maintenance of the Seaway. It includes spare parts which were transferred to the Corporation on October 1, 1998. Certain parts were transferred at nominal value. Supplies are valued at the lower of cost and net realizable value. Cost is determined using the weighted average cost formula.

#### **D) CAPITAL ASSETS**

Capital assets of the Corporation consist of temporary structures, movable assets such as motor vehicles, small vessels employed in the operation of the Seaway and office furniture and equipment, including computers and related software. Such assets are capitalized if they have an initial cost of at least \$5 (five thousand dollars).

Additions are recorded at cost. The cost of assets sold, retired or abandoned, and the related accumulated amortization are removed from the accounts on disposal. Gains or losses on disposals are credited or charged to operations.

Amortization is recorded using the straight-line method based on the estimated useful service lives of the assets.

The Corporation treats all major maintenance and refurbishment costs, as well as any additions to existing capital assets of the Seaway which were transferred to the Government of Canada on the wind-up of the SLSA, (defined as "existing managed assets"), as asset renewal expenses.

#### E) CONTRIBUTIONS RELATED TO CAPITAL ASSETS

Contributions received for the acquisition of capital assets are deferred and amortized to revenue on the same basis as the amortization of the acquired asset.

#### F) IMPAIRMENT OF LONG-LIVED ASSETS

Long-lived assets are tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when their carrying value exceeds the service potential. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its fair value.

#### **G) EMPLOYEE TERMINATION BENEFITS**

Employees of the Corporation are entitled to specified benefits as provided for under labour contracts and conditions of employment. These benefits include severance benefits calculated on accumulated sick leave and furlough leave which are payable upon termination of employment. For most employees the benefits correspond to 75% of the balance of the employee's accumulated sick leave days. Certain employee groups are entitled to receive severance payments based on years of service. Employees can accumulate up to fifteen days of sick leave per year. The liability for benefits is recorded in the accounts as the benefits accrue to the employees.

### NOTES TO THE FINANCIAL STATEMENTS

Year ended March 31, 2011 (\$000's)

#### 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

#### H) PENSION PLAN

The Corporation has established its own defined benefit pension plan and employees were allowed the option of transferring their entitlement to the new plan or remaining with the Public Service Superannuation Plan. All employees, on or after April 1, 1999, become members of the Corporation's pension plan.

The cost of employee future benefits earned by employees is actuarially determined using the projected benefit method prorated on service and management's best estimate of discount rate, retirement ages of employees and expected health care costs. Plan obligations are discounted using current market interest rates and plan assets are presented at fair market value. The Corporation amortizes past service costs and cumulative unrecognized net actuarial gains and losses, in excess of 10% of the greater of the projected benefit obligation or the market-related value of plan assets, over the expected average remaining service lifetime (EARSL) of the active employee group covered by the plans. The EARSL has been determined to be seven years under the Pension Benefit Plan and four years for the Supplementary Pension Benefit Plan.

#### I) USE OF ESTIMATES

The preparation of financial statements in conformity with Canadian GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these estimates.

The estimated useful life of the capital assets and the assumptions of expected economic trends for the post employment benefits are the most significant items where estimates are used.

### J) FUTURE ACCOUNTING CHANGES – PUBLIC SECTOR ACCOUNTING BOARD (PSAB) STANDARDS

The Accounting Standards Board is requiring that government not-for-profit organizations adopt the Public Sector Accounting Board Standards (PSAB) for year-ends beginning after January 1, 2012.

The St. Lawrence Seaway Management Corporation will adopt the PSAB standards effective April 1, 2012.

The Corporation is currently evaluating the impact of the adoption of these new standards on its financial statements.

#### **DUE FROM CAPITAL FUND TRUST**

The Corporation has an amount receivable from the Capital Fund Trust to cover specific Seaway support obligations such as the Corporation's deficits, net capital acquisitions and other short-term cash requirements in accordance with the Trust Agreement.

Changes in the balance due from the Capital Fund Trust at March 31 were as follows:

	2011	2010
Net balance, beginning of year	\$ 23,096	\$ 30,251
Cash paid by the Capital Fund Trust	(8,154)	(17,303)
Payment of previous year's deficit	(55,845)	(45,697)
Contribution receivable for capital acquisitions	1,492	1,729
Contribution receivable for expenses	67,072	54,116
Net balance, end of year	\$ 27,661	\$ 23,096



#### **CAPITAL ASSETS**

	Annual		2011		2010
	Amortization Rate	Cost	 umulated ortization	Net Book Value	Net Book Value
Information technology systems	20%	\$ 7,502	\$ 5,730	\$ 1,772	\$ 1,865
Vehicles	10-20%	6,627	4,259	2,368	2,251
Floating equipment	2-20%	3,955	3,673	282	358
Machinery and office equipment	2-20%	4,538	2,836	1,702	1,637
Infrastructure equipment	2-20%	6,755	4,432	2,323	2,493
Assets under construction	_	462	_	462	483
		\$ 29,839	\$ 20,930	\$ 8,909	\$ 9,087

## DUE TO / FROM EMPLOYEE TERMINATION BENEFITS TRUST FUND

This amount represents the obligation for the accrued employee termination benefits liability of the Corporation which is represented by the net assets in the Employee Termination Benefits Trust Fund, adjusted for any cumulative unrealized gains or losses on available-for-sale financial assets. Any shortfall in the Employee Termination Benefits Trust Fund's net assets will be funded by the Government of Canada through the Capital Fund Trust.

## NOTES TO THE FINANCIAL STATEMENTS

Year ended March 31, 2011 (\$000's)

## **6**>

#### **POST EMPLOYMENT BENEFITS**

The Corporation has defined benefit pension plans for employees and also provides post employment benefits, other than pension, including supplemental health and life insurance for retired employees. The last actuarial valuation was performed in December 2009 for the Pension Benefit Plan, March 2011 for the Supplementary Pension Benefit Plan and December 2009 for the Other Benefit Plans. Information about the defined benefit plans and post employment benefits are as follows:

		2011		
		Supplementary		
	Pension Pension	Pension	Benefit	
	Benefit Plan	Benefit Plan	Plans	
Accrued benefit obligation				
Balance, beginning of year	\$ 167,339	\$ 1,191	\$ 44,462	
Current service cost (employer)	5,306	43	1,738	
Interest cost	11,305	82	3,033	
Member contributions	2,061	3	_	
Benefits paid	(7,162)	(37)	(1,835)	
Actuarial loss	28,023	143	6,843	
Balance, end of year	\$206,872	\$ 1,425	\$ 54,241	
Plan assets				
Fair value, beginning of year	\$ 176,634	\$ 1,729	\$ 14,761	
Return on plan assets	11,436	57		
Corporation contribution	23,085	200	2,094	
Investment experience gain	4,486	22	· _	
Member contributions	2,061	3	_	
Benefits paid	(7,162)	(37)	(1,835)	
Fair value, end of year	\$210,540	\$ 1,974	\$ 15,020	
Funded status – plan surplus (deficit)	\$ 3,668	\$ 549	\$ (39,221)	
Unamortized net actuarial loss	25,513	321	5,828	
Accrued benefit asset (liability) recognized	\$ 29,181	\$ 870	\$ (33,393)	
	Ψ ==,	Ţ 010	+ (00,000)	
Elements of costs recognized in the year:	Φ 5.000	φ 40	0 4700	
Current service cost (employer)	\$ 5,306	\$ 43	\$ 1,738	
Interest cost	11,305	82	3,033	
Expected return on plan assets	(11,436)	(57)	_	
Net actuarial loss amortization	-	9	2	
	\$ 5,175	\$ 77	\$ 4,773	

#### 6 - POST EMPLOYMENT BENEFITS (CONT.)

	2010				
	Pension Benefit Plan	Supplementary Pension Benefit Plan		Other Benefit Plans	
Accrued benefit obligation					
Balance, beginning of year	\$ 141,842	\$	984	\$ 42,655	
Current service cost (employer)	4,316		36	1,225	
Interest cost	10,643		75	3,178	
Member contributions	1,915		3	_	
Benefits paid	(6,097)		(35)	(2,301)	
Actuarial loss (gain)	14,720		128	(295)	
Balance, end of year	\$ 167,339	\$	1,191	\$ 44,462	
Plan assets					
Fair value, beginning of year	\$ 148,396	\$	1,419	\$ 14,697	
Return on plan assets	9,265		47	_	
Corporation contribution	5,785		204	2,365	
Investment experience loss	17,370		91	_	
Member contributions	1,915		3	_	
Benefits paid	(6,097)		(35)	(2,301)	
Fair value, end of year	\$ 176,634	\$	1,729	\$ 14,761	
Funded status – plan surplus (deficit)	\$ 9,295	\$	538	\$ (29,701)	
Unamortized net actuarial loss (gain)	1,976		209	(1,013)	
Accrued benefit asset (liability) recognized	\$ 11,271	\$	747	\$ (30,714)	
Elements of costs recognized in the year:					
Current service cost (employer)	\$ 4,316	\$	36	\$ 1,225	
Interest cost	10,643		75	3,178	
Expected return on plan assets	(9,265)		(47)	_	
Past service costs amortization	268		_	_	
Net actuarial loss amortization	_		10	12	
	\$ 5,962	\$	74	\$ 4,415	

### NOTES TO THE FINANCIAL STATEMENTS

Year ended March 31, 2011 (\$000's)

#### 6 - POST EMPLOYMENT BENEFITS (CONT.)

#### **SIGNIFICANT ACTUARIAL ASSUMPTIONS**

The significant actuarial assumptions adopted in measuring the Corporation's accrued benefit obligations and net periodic benefit cost, are as follows:

		Supplementary		
	Pension	Pension	Benefit	
(Weighted average assumptions as of January 1, 2011)	Benefit Plan	Benefit Plan	Plans	
Discount rate	5.75%	5.75%	5.75%	
Expected rate of return on plan assets	6.00%	3.00%	-%	
Rate of compensation increase	3.50%	3.50%	3.50%	

		Supplementary	
	Pension	Pension	Benefit
(Weighted average assumptions as of January 1, 2010)	Benefit Plan	Benefit Plan	Plans
Discount rate	6.75%	6.75%	6.75 %
Expected rate of return on plan assets	6.25 %	3.13 %	-%
Rate of compensation increase	3.50%	3.50%	3.50%

For measurement purposes, a 7.94% health care cost trend rate was assumed for 2011 (2010-8.13%), decreasing gradually to 4.5% in 2029 and remaining at that level thereafter.

The expected rate of return on other benefits plans is NIL% because the terms whereby the Employee Termination Benefits Trust Fund was established providing that all the income earned by the Trust Fund is to be transferred to the Capital Fund Trust.

#### **PLAN ASSETS**

The Plans' asset allocation, by asset category, is as follows:

	2011	2010
Cash	-%	-%
Equity securities	68%	66%
Debt securities	32%	34%
Total	100%	100%

#### **DEFERRED CONTRIBUTIONS RELATED TO CAPITAL ASSETS**

Deferred contributions related to capital assets represent contributions from the Government of Canada through the Capital Fund Trust for the acquisition of capital assets as per the Agreement and are amortized on the same basis as the amortization of the acquired asset.

The deferred contributions balance for the year is composed of the following:

	2011	2010
Balance, beginning of year	\$ 8,388	\$ 8,116
Plus: Current year contributions for the acquisition of capital assets	1,492	1,729
Less: Amortization of assets acquired with deferred contributions	(1,547)	(1,457)
Balance, end of year	\$ 8,333	\$ 8,388

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#### **EQUITY OF CANADA**

	2011	2010
Secured contribution of Canada	\$ 36,000	\$ 36,000
Contribution to the Capital Fund Trust	(24,000)	(24,000)
Surplus/(Deficit)	11,051	(4,180)
	\$ 23,051	\$ 7,820

Upon transfer of certain assets of the SLSA to the Corporation on October 1, 1998, the Corporation signed a general security agreement with the Government of Canada covering all the assets of the Corporation, evidenced by a limited recourse term promissory note with a face value of \$36,000. The note is payable without interest on the earlier of (a) March 31, 2018, and (b) the termination for any reason whatsoever, of the Agreement. Recourse by the Government of Canada is limited to a) the collateral as defined in the general security agreement, and b) the Hypothecated Property (as defined in the Deed of Movable Hypothec between the Corporation and the SLSA); and set off against the Purchase Price (as defined in the Option Agreement between the Corporation and Her Majesty).

#### NOTES TO THE FINANCIAL STATEMENTS Year ended March 31, 2011

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#### **CONTRIBUTIONS FROM THE CAPITAL FUND TRUST**

The Corporation is entitled to contributions from the Capital Fund Trust to fund the operating deficit and for capital asset acquisitions in accordance with the Agreement. The contribution towards operations is equal

to the excess of expenses over revenue, adjusted for the non-cash items for amortization of deferred contribution related to capital assets, amortization of capital assets, the undepreciated cost of capital assets disposed of, and the post retirement benefits variation.

	2011	2010
Excess of expenses over revenue before adjustments	\$ 51,964	\$ 56,556
Plus: Gain on disposal of assets Amortization of deferred contributions related to capital assets Pension plan and other benefit plans variances	37 1,547 15,231	2 1,457 -
Less: Proceeds from disposal of capital assets Pension plan and other benefit plans variances Amortization of capital assets	(65) – (1,642)	(96) (2,227) (1,576)
Contribution from Capital Fund Trust for expenses	\$ 67,072	\$ 54,116
Contribution from Capital Fund Trust towards acquisitions of capital assets	\$ 1,492	\$ 1,729

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#### **COMMITMENTS**

The Corporation has entered into various contractual commitments for capital and other expenditures which expire within the next five years. The minimum annual costs for each of the next five years is as follows:

2011/12	\$ 1,516
2012/13	516
2013/14	339
2014/15	110
2015/16	20
	\$ 2,501

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#### **CONTINGENCIES**

The Corporation, in the normal course of business, experiences claims for a variety of reasons. Claims outstanding at March 31, 2011 totalling \$5,636 (2010 – \$3,136) have not been provided for in the accounts.

Management is of the opinion that these actions will not result in any material losses to the Corporation. Claims relating to operation and maintenance of the Seaway incurred by the SLSA prior to October 1, 1998 became the obligation of Transport Canada.

#### **LETTER OF GUARANTEE**

As at March 31, 2011, the Corporation issued a letter of guarantee amounting to \$392 (2010 – \$392).

The Corporation's objectives when managing capital (net assets) are to forecast quarterly cash flows accurately in order to minimize the cash requirement from Transport Canada while maintaining sufficient cash to maintain its operations. For more information on the Corporation's objectives, policies, procedures and process for managing capital, refer to Note 1 to the financial statements.

Capital management objectives, policies and procedures are unchanged since the preceding year. The Corporation has complied with all the capital requirements.

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#### **NET CHANGES IN NON-CASH WORKING CAPITAL BALANCES**

	2011	2010
Accounts receivable – trade	\$ (3,240)	\$ 2,185
Accounts receivable – other	(1,450)	200
Supplies inventories	18	(148)
Prepaid expenses	(290)	(21)
Accounts payable and accrued liabilities	1,224	2,734
Employee benefits payable	(2)	(88)
Due to employee termination benefits trust fund	69	(212)
	A (0.074)	Φ. 4.050
	\$ (3,671)	\$ 4,650

#### NOTES TO THE FINANCIAL STATEMENTS Year ended March 31, 2011

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#### **DIRECTORS' AND OFFICERS' REMUNERATION**

The remuneration earned by the directors and officers, in dollars, was as follows:

a) Directors' remuneration comprises a fixed fee and a per diem based on attendance at meetings of the Board and its committees.

		2011
lan MacGregor (effective November 30, 2009. Chair effective August 18, 2010 until present)	\$	40,635
Guy Véronneau (Chair until August 18, 2010)		19,530
Robert Armstrong (effective November 1, 2010)		8,242
Jonathan Bamberger (effective August 28, 2010)		11,708
Peter Cathcart (ceased to hold office September 30, 2010)		12,075
Wayne Devlin (effective January 17, 2011)		4,778
Richard Gaudreau (ceased to hold office May 4, 2010)		3,938
Paul Gourdeau (effective August 6, 2009)		26,040
William Keys (ceased to hold office November 18, 2010)		18,742
Ralph Mercier (effective November 18, 2010)		8,242
William Mooney (ceased to hold office January 16, 2011)		18,323
David Mothersill (effective January 26, 2009)		33,810
David Muir (effective May 5, 2010)		23,887
	\$ :	229,950

b) Remuneration paid for the six (6) officers, as employees of the Corporation, was as follows:

		2011
Terence Bowles, (President/CEO, effective November 1, 2010)	\$	125,800
Richard Corfe, (President/CEO until October 31, 2010, Board Advisor)		413,000
Jean Aubry-Morin, Vice President Corporate Sustainability		190,300
Guy Yelle, Vice President Maisonneuve		212,100
Karen Dumoulin, Director of Finance		144,400
Yvette Hoffman, Counsel & Secretary		119,400
	\$1	,205,000