EFFICIENCYONE

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

DECEMBER 31, 2019

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of EfficiencyOne:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of EfficiencyOne (“the Corporation”), which comprise the statement of financial position as at December 31, 2019 and the statements of operations and changes in fund balances and cash flows for the year then ended, and the notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as at December 31, 2019, and results of its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

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 “Auditors' Responsibilities for the Audit of the Financial Statements” section of our report. We are independent of the Corporation in accordance with the 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.

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 not-for-profit organizations, 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 Corporation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Corporation or to cease operations, or has no realistic alternative but to do so.

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

Auditors' 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 auditors' 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 Corporation'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 Corporation'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 auditors' report. However, future events or conditions may cause the Corporation 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.

Report on Other Legal and Regulatory Requirements

We have audited the Corporation's compliance, as at December 31, 2019, with the cost allocation criteria established by the Efficiency Nova Scotia Cost Allocation Methodology Report as filed with the Nova Scotia Utility and Review Board. Compliance with the cost allocation criteria is the responsibility of the Corporation's management. Our responsibility is to express an opinion on this compliance based on our audit.

In our opinion, as at December 31, 2019, the Corporation has complied, in all material respects, with the cost allocation criteria established by the Efficiency Nova Scotia Cost Allocation Methodology Report.

Baker Tilly Nova Scotia Inc

April 2, 2020 **Chartered Professional Accountants**
Dartmouth, Nova Scotia **Licensed Public Accountants**

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EFFICIENCYONE

STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES
FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	2019	Restated (Note 2) 2018
REVENUES					
Efficiency Nova Scotia (Note 5)	$ 33,776	$ 28,607	$ -	**$ 62,383**	$ 49,347
Interest	281	586	-	**867**	657
Other (Note 5)	-	-	416	**416**	75
	34,057	29,193	416	**63,666**	50,079
DIRECT COSTS					
Incentives	21,309	22,808	163	**44,280**	33,567
Evaluation and verification	1,120	239	-	**1,359**	1,259
Program Support	1,298	71	38	**1,407**	756
	23,727	23,118	201	**47,046**	35,582
OTHER PROGRAM AND ADMINISTRATIVE COSTS					
Bad debt	7	-	-	**7**	-
Information technology	851	670	1	**1,522**	1,386
Marketing, outreach, education and research	1,904	1,354	170	**3,428**	3,112
Meetings and travel	153	93	3	**249**	181
Office and insurance	192	150	-	**342**	339
Professional fees and consulting	540	103	12	**655**	592
Rent	399	215	1	**615**	583
Salaries and benefits	6,133	3,363	28	**9,524**	7,961
Training and development	151	127	-	**278**	343
	10,330	6,075	215	**16,620**	14,497
TOTAL COSTS	34,057	29,193	416	**63,666**	50,079
NET SURPLUS FROM OPERATIONS	-	-	-	**-**	-
INCOME PICKUP FROM SUBSIDIARY (Note 7)	-	-	47	**47**	6
TOTAL SURPLUS	-	-	47	**47**	6
Fund Balance - beginning of year					
As previously reported	-	-	120	**120**	(8,833)
Restatement (Note 2)	-	-	-	**-**	8,947
As restated	-	-	120	**120**	114
FUND BALANCE - end of year	-	-	167	**167**	120

See accompanying notes to the financial statements

EFFICIENCYONE

STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2019 (IN THOUSANDS)

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	2019	Restated (Note 2) 2018
ASSETS					
CURRENT					
Cash	$ 11,103	$ 20,850	$ 184	**$ 32,137**	$ 50,687
Accounts receivable (Note 6)	1,007	1,894	285	**3,186**	4,714
HST receivable	114	186	9	**309**	248
Prepaids	40	64	-	**104**	105
Loan receivable (Note 10)	4,669	-	-	**4,669**	4,561
	16,933	22,994	478	**40,405**	60,315
INVESTMENT IN EFFICIENCYONE SERVICES INC. (Note 7)	-	-	162	**162**	115
LOAN RECEIVABLE (Note 10)	14,683	-	-	**14,683**	19,352
	$ 31,616	**$ 22,994**	**$ 640**	**$ 55,250**	$ 79,782
LIABILITIES					
CURRENT					
Accounts payable and accrued liabilities	4,282	1,733	269	**6,284**	10,332
Deferred revenue (Note 9)	7,261	6,949	177	**14,387**	7,819
HST payable	447	258	27	**732**	457
Loan payable (Note 10)	4,669	-	-	**4,669**	4,561
Due to ENS Transition Corp (Note 11)	-	-	-	**-**	15,113
	16,659	8,940	473	**26,072**	38,282
DEFERRED REVENUE (Note 9)	274	14,054	-	**14,328**	22,028
LOAN PAYABLE (Note 10)	14,683	-	-	**14,683**	19,352
	14,957	14,054	-	**29,011**	41,380
FUND BALANCE					
EXTERNALLY RESTRICTED	-	-	167	**167**	120
	$ 31,616	**$ 22,994**	**$ 640**	**$ 55,250**	$ 79,782

CONTIGENCIES (Note 12) AND **COMMITMENTS** (Note 13)

Approved by the Board

William (Bill) Lahey
Chair, Board of Directors

Sean O'Connor
Chair, Finance Committee

See accompanying notes to the financial statements

EFFICIENCYONE

STATEMENT OF CASH FLOWS

AS AT DECEMBER 31, 2019 (IN THOUSANDS)

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	**2019**	Restated (Note 2) 2018
CASH PROVIDED BY (USED FOR):					
OPERATING					
Total Surplus	$ -	$ -	$ 47	**$ 47**	$ 6
Changes in non-cash working capital items					
Accounts receivable	(307)	2,105	(270)	**1,528**	(3,931)
HST receivable	25	(77)	(9)	**(61)**	211
Prepaids	5	(4)	-	**1**	(15)
Accounts payable and accrued liabilities	(3,736)	(567)	255	**(4,048)**	2,396
Deferred revenue	73	(1,382)	177	**(1,132)**	11,013
HST payable	(5)	253	27	**275**	89
	(3,945)	328	227	**(3,390)**	9,769
FINANCING					
Due to ENS Transition Corporation	(15,113)	-	-	**(15,113)**	15,113
Loan repayments	(4,561)	-	-	**(4,561)**	(4,455)
	(19,674)	-	-	**(19,674)**	10,658
INVESTING					
Income pickup from subsidiary	-	-	(47)	**(47)**	(6)
Loan repayments	4,561	-	-	**4,561**	4,455
	4,561	-	(47)	**4,514**	4,449
CHANGE IN CASH	(19,058)	328	180	**(18,550)**	24,876
CASH - beginning of year	30,161	20,522	4	**50,687**	25,811
CASH - end of year	$ 11,103	$ 20,850	$ 184	**$ 32,137**	$ 50,687

See accompanying notes to the financial statements

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

1. NATURE OF OPERATIONS

EfficiencyOne ("the Corporation") was incorporated in July 2014 under the Canada Not-for-profit Corporations Act.

Under Section 79C of the Public Utilities Act, the Corporation, as the franchise holder, has the exclusive right to supply Nova Scotia Power Inc. ("NS Power") with reasonably available, cost-effective electricity efficiency and conservation activities. The franchise agreement expires on December 31, 2025.

The Corporation is a not-for-profit organization under the meaning assigned in Section 149.1(1) of the Income Tax Act and as such is exempt from income taxes. Accordingly, no provision has been made in the accounts for income taxes.

2. PRIOR PERIOD ADJUSTMENT

Future incentive payments to customers have been presented as commitments through note disclosure rather than through a separate Commitment fund as in prior years.

The Corporation uses the deferral method of revenue recognition that recognizes restricted revenue in the year in which the related expenses are incurred and incentive costs, such as customer rebates, are recognized when energy savings are recognized. Future incentive payments have no associated energy savings to be recognized at the time of the commitment and therefore recognition of incentive costs and the corresponding revenue is not appropriate. Note disclosure appropriately reflects future incentive payments as commitments and more closely aligns the presentation with the Corporation's revenue and expense recognition policies.

The Corporation has restated its statement of financial position as at December 31, 2018, and the statement of operations and changes in fund balances, and cash flows for the year ending December 31, 2018.

The prior period adjustment has had the following impact on the Corporation's 2018 financial statements previously issued:

STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES

	As Previously Stated			Restated
	Total All Other Funds	Commitment Fund	**Adjustment**	2018
DIRECT COSTS				
Incentives	$ 33,567	$ 4,080	**$ (4,080)**	$ 33,567
TOTAL COSTS	50,079	4,080	**(4,080)**	50,079
NET DEFICIT FROM OPERATIONS	-	(4,080)	**4,080**	-
TOTAL SURPLUS (DEFICIT)	6	(4,080)	**4,080**	6
Fund Balance - beginning of year	114	(8,947)	**8,947**	114
FUND BALANCE - end of year	$ 120	$ (13,027)	**$ 13,027**	$ 120

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

STATEMENT OF FINANCIAL POSITION

	As Previously Stated			Restated
	Total All Other Funds	Commitment Fund	**Adjustment**	2018
LIABILITIES				
CURRENT				
Accounts payable and accrued liabilities	$ 10,332	$ 13,027	**$ (13,027)**	$ 10,332
FUND BALANCE EXTERNALLY RESTRICTED	$ 120	$ (13,027)	**$ 13,027**	$ 120

STATEMENT OF CASH FLOWS

	As Previously Stated			Restated
	Total All Other Funds	Commitment Fund	**Adjustment**	2018
OPERATING				
Surplus (deficit)	$ 6	$ (4,080)	**$ 4,080**	$ 6
Accounts payable and accrued liabilities	$ 2,396	$ 4,080	**$ (4,080)**	$ 2,396

The Corporation has included an estimate of the commitment related to future incentives payable in Note 13.

3. SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting

These financial statements have been prepared in accordance with Canadian Accounting Standards for Not-For-Profit Organizations.

Fund accounting

a) The Demand-Side Management ("DSM") Fund is used to account for the operations of the Corporation including reporting the fee-for-service revenues as received from NS Power with expenses approved annually by the Nova Scotia Utility and Review Board ("UARB"). Cash received under the DSM Fund is only used for operations of the fund.

b) The Provincial ("PNS") Fund is used to account for the operations of the Corporation, including reporting the fee-for-service revenues as received and expenses incurred under contract with the Province of Nova Scotia. Cash received under the PNS Fund is only used for operations of the fund.

c) The Other Business Fund is used to account for the operations of any subsidiary company of the Corporation and other non-DSM and non-PNS activities.

Revenue recognition

The Corporation follows the deferral method of accounting for revenue. Restricted revenue is recognized as revenue in the year in which the related expenses are incurred.

Interest revenue on interest bearing deposits is recognized as revenue in the DSM Fund or PNS Fund in the year in which the revenue is earned.

Expense recognition

The Corporation recognizes incentive costs, such as customer rebates, when energy savings are recognized. Energy savings are recognized at milestones within a contract or when the contract is complete. For other business activities, expenses are recorded as incurred.

Cash

The Corporation discloses bank balances and interest bearing deposits with a maturity period of three months or less from the date of acquisition under cash. The Corporation manages its cash according to its cash needs, in accordance with the Corporation's investment policy.

Cost allocation methodology

The Corporation follows a Cost Allocation Methodology ("CAM") to allocate expenses not directly related to a fund, as disclosed in Note 15.

Use of estimates

The preparation of financial statements in accordance with Canadian Accounting Standards for Not-For-Profit Organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingencies at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Estimates are used when accounting for items and matters such as allowance for doubtful accounts and certain accrued liabilities. Actual results could differ from those estimates.

Subsidiary operations

The Corporation accounts for investments in subsidiary operations using the equity method.

4. FINANCIAL INSTRUMENTS

The Corporation initially measures its financial assets and financial liabilities at fair value and subsequently measures all its financial assets and financial liabilities at amortized cost. Financial assets measured at amortized cost include cash, accounts receivable and loan receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities and loan payable.

Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in net surplus. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of a reversal is recognized in net surplus.

5. REVENUE

Efficiency Nova Scotia Revenue

Effective January 1, 2019, the Corporation entered into a one-year supply agreement with NS Power to provide DSM energy efficiency and conservation activities, under which fees are received monthly. In 2019, the Corporation received $34,050 in fee-for-service revenue (2018 - $34,920). Payments received from NS Power were reduced by interest revenue earned in 2017 of $201.

In 2019, the Corporation signed a three-year supply agreement with NS Power to provide DSM energy efficiency and conservation activities. The agreement is effective January 1, 2020 and will provide funding of $110,000 until December 31, 2022.

Effective June 6, 2018, the Corporation finalized a multi-year fee-for-service agreement with the Province of Nova Scotia to expand Residential customer services for non-electrically heated homes. Fees are received quarterly under the agreement, which ends December 31, 2022. The Corporation received $10,036 in 2019.

Effective March 21, 2019, the Corporation finalized multi-year fee-for-service agreements with the Province of Nova Scotia to provide services to assist Low Income Nova Scotians. Fees are received both quarterly and annually under the agreements, which end March 31, 2023. In 2019, the Corporation received $13,264 in fee-for-service revenue (2018 – $12,552).

In 2019, the Corporation also entered into service agreements to operate new pilot programs until May 31, 2022. In 2019, the Corporation received a lump sum payment of $1,425.

Effective March 21, 2019, the Corporation entered into a one-year agreement with the Province of Nova Scotia to provide services to Mi'kmaw communities. The Corporation received a lump sum payment of $1,000 in

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

2019. Effective August 6, 2019, the Corporation also entered into a multi-year fee-for-service agreement with the Province of Nova Scotia to continue to provide the same services to Mi'kmaw communities. In 2019, the Corporation received a lump sum payment of $1,500. Under the agreement, which ends March 31, 2023, the remaining fees will be received quarterly.

Other Revenue

The Corporation entered into contribution agreements in 2019 with Natural Resources Canada for funding of multiple projects. The agreements, which end on March 31, 2020 and March 31, 2021, set out a maximum contribution amount of $530. Revenue of $379 was earned in 2019 (2018 - $75).

The Corporation received $214 from the Federation of Canadian Municipalities to cover expenses incurred in support of the Community Climate Action program. The agreement, effective August 26, 2019, ends March 30, 2020.

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	**2019**	2018
Fee-for-service revenue	$ 34,050	$ 27,225	$ -	**$ 61,275**	$ 57,508
Other revenue	-	-	593	**593**	75
Recognition/ (Deferral) of current year revenue	(274)	1,382	(177)	**931**	(8,161)
	$ 33,776	$ 28,607	$ 416	**$ 62,799**	$ 49,422

6. ACCOUNTS RECEIVABLE

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	**2019**	2018
Trade	$ 196	$ 1,838	$ 117	**$ 2,151**	$ 4,071
Other	811	56	168	**1,035**	643
	1,007	1,894	285	**3,186**	4,714
Allowance for doubtful accounts	-	-	-	-	-
	$ 1,007	$ 1,894	$ 285	**$ 3,186**	$ 4,714

7. INVESTMENT IN EFFICIENCYONE SERVICES INC.

The investment represents a 100% interest in the common shares of EfficiencyOne Services Inc. as follows:

	2019	2018
Common shares, at cost	**$ -**	$ -
Equity in cumulative earnings since acquisition	**162**	115
	$ 162	$ 115

Summarized financial information of EfficiencyOne Services Inc. as at December 31, 2019 is as follows:

FINANCIAL POSITION

	2019	2018
Assets	**$ 499**	$ 326
Liabilities	**337**	211
Equity	**162**	115
Total Liability and Equity	**$ 499**	$ 326

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

RESULTS OF OPERATIONS

		2019		2018
Revenues	$	**2,184**	$	1,597
Expenses (including a provision for income tax)		**2,137**		1,591
Net Earnings	$	**47**	$	6

CASH FLOW

		2019		2018
Operating	$	**103**	$	(76)
Change in Cash		**103**		(76)
Cash - beginning of year		**89**		165
Cash - end of year	$	**192**	$	89

The Corporation renders technical, administrative and marketing services of a routine nature to EfficiencyOne Services Inc. and the value of these services is measured on a fully allocated cost basis, which is the amount of consideration established and agreed to by the related parties. The cost of these services amounted to $659 in 2019 (2018 - $581).

		2019		2018
Shared Services	$	**248**	$	381
Seconded Services		**411**		200
	$	**659**	$	581

Included in accounts receivable at December 31 was $96 (2018 - $107) due from EfficiencyOne Services Inc., and included in accounts payable was $94 (2018 - $79) payable to EfficiencyOne Services Inc.

On August 29, 2017 the UARB approved the Corporation's Code of Conduct ("the Code"). The Code governs transactions between the Corporation's electricity efficiency and conservation activities and its Affiliates. As of December 31, 2019, EfficiencyOne Services Inc. is the Corporation's only Affiliate.

8. BANK INDEBTEDNESS

The Corporation has an operating demand loan of credit available in the amount of $7,500 bearing interest at the bank prime rate, payable monthly. At year end, the Corporation has no draws against the line of credit.

9. DEFERRED REVENUE

	Demand-Side Management Fund	Provincial Fund	Other Business Fund	2019	2018
Opening	$ 7,462	$ 22,385	$ -	**$ 29,847**	$ 18,834
Recognition of 2017 deferred revenue	(201)	-	-	**(201)**	(190)
Deferral of current year revenue	274	(1,382)	177	**(931)**	11,203
	7,535	21,003	177	**28,715**	29,847
Less current portion	7,261	6,949	177	**14,387**	7,819
	$ 274	$ 14,054	$ -	**$ 14,328**	$ 22,028

10. LOAN RECEIVABLE/PAYABLE

The UARB requested that the Corporation assess the viability of external financing of NS Power's DSM deferral balance of $35,000 from 2015 ("2015 DSM Deferral"). The Corporation determined that such external financing could result in savings for NS Power's customers. In April 2016, the UARB directed the Corporation to proceed with funding of the unamortized portion of the 2015 DSM Deferral in accordance with the arrangements previously explored and described by the Corporation in a filing to the UARB dated February 16, 2016. On December 1, 2016 the Corporation borrowed the sum of $30,625 from the Toronto Dominion Bank ("TD") with a fixed interest rate of 2.355% repayable in 84 equal monthly payments.

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

On December 1, 2016 the Corporation advanced the sum of $30,625 to NS Power and entered into an Undertaking to Pay with NS Power, whereby NS Power is obligated to make 84 equal monthly payments that correspond in amount and timing of those the Corporation is obligated to make to TD.

In accordance with direction from the UARB, the Corporation finalized another loan arrangement on February 1, 2017 with TD in the amount of $2,048 representing the accrued return earned by NS Power on the 2015 DSM Deferral. On February 1, 2017 the Corporation borrowed the sum of $2,048 from TD which is repayable in 82 equal monthly payments. On the same date, the Corporation advanced the sum of $2,048 to NS Power and entered into an Undertaking to Pay with NS Power, whereby NS Power is obligated to make 82 equal monthly payments that correspond exactly to the amount and timing of those the Corporation is obligated to make to TD.

The payment obligations for the term of the loans are outlined in the following table:

	Principal	Interest	Total
2020	$ 4,669	$ 407	$ 5,076
2021	4,781	296	5,077
2022	4,895	181	5,076
2023	5,007	72	5,079
Remaining Balance	**$ 19,352**	**$ 956**	**$ 20,308**

11. DUE TO ENS TRANSITION CORPORATION

On August 14, 2018, ENS Transition Corporation ("ENSTC") reached a settlement agreement with the Minister of National Revenue on the Notice of Appeal filed in the Tax Court of Canada regarding the DSM HST Receivable of $14,123. The Corporation received $1,677 on September 11, 2018 and $13,341 on September 18, 2018, representing full payment of the receivable plus $895 in interest. Additional interest of $95 in 2018 and $247 in 2019 has been earned.

The Electricity Efficiency and Conservation Restructuring (2014) Act, Section 8, states "Any assets of the Corporation [ENSTC] acquired on or after the Implementation Date must be transferred to Nova Scotia Power Incorporated for the benefit of the customers of Nova Scotia Power Incorporated as directed by the [Nova Scotia Utility and Review] Board." This refers to the DSM HST Receivable.

On behalf of ENSTC, EfficiencyOne paid to NS Power, $15,340 on August 22, 2019 and $20 on September 27, 2019, which represented the full settlement amount plus interest earned.

12. CONTINGENCIES

The Corporation has an agreement with NS Power to extend financing to certain Business, Non-Profit and Institutional ("BNI") customers participating in either the Small Business Energy Solutions, Affordable Multi-Family Housing, BNI Custom, or Business Energy Rebates programs. Those customers are approved by NS Power for repayment terms up to 48 months. Financing costs related to the principal are paid to NS Power by the Corporation on a monthly basis and are considered part of the applicable program cost. The Corporation is contingently liable to cover defaults on principal amounts outstanding. At December 31, 2019 the balance of total financing extended was $3,164 (2018 - $2,635).

13. COMMITMENTS

a) In the course of business, the Corporation approves customer applications that offer future incentive payments based on the completion of program criteria within a specific time frame.

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

The value of these commitments is estimated at $17,229 (2018 - $13,027) with the DSM Fund share of $4,727 (2018 - $4,531) and the PNS Fund share of $12,502 (2018 – $8,496).

The estimate is calculated on a program by program basis as at December 31, 2019. For Residential programs, commitments made to Nova Scotians enrolled in the New Home Construction, Home Energy Assessment, SolarHomes, Mi'kmaw Home Energy Efficiency and Low Income Homeowner Service programs are included. New Home Construction and Home Energy Assessment estimates are based on the number of eligible homes anticipated to complete the program at the historical average rebate rate in addition to the average final audit costs that would be paid to Delivery Agents for the service. SolarHomes estimates are based on preapproved customers and rebate amounts. Mi'kmaw Home Energy Efficiency estimates are based on the total number of committed homes. Low Income Homeowner Service estimates are based on the number of qualified customers whose application had been assigned to a Delivery Agent for implementation.

In BNI programs, incentive commitments include customers participating in the Business Energy Rebate and Affordable Multi-Family Housing program. Business Energy Rebate estimates are calculated using the total value of preapproved mail-in rebate applications received. Affordable Multi-Family Housing estimates are based on preapproved customers and rebate amounts.

The Corporation has multi-year fee-for-service agreements in place with NS Power and the Province of Nova Scotia which will enable the Corporation to meet these future commitments.

b) The Corporation has entered into a lease agreement, expiring December 31, 2025, for the rental of its office premises. Minimum annual lease payments over the term of the agreement are as follows:

Year	Annual Lease Payments
2020	$367
2021	377
2022	349
2023	377
2024	349
2025	$349

c) The Corporation has entered into a multi-year contract for the delivery of a Green Schools Nova Scotia program. The cost will be $434 in 2020 and $216 in 2021.

14. RISK MANAGEMENT

The Corporation is exposed to risks associated with its financial instruments as follows:

	Risks			
			Market risk	
	Credit	**Liquidity**	**Currency**	**Interest Rate**
Cash	X			X
Accounts receivable	X			
Accounts payable and accrued liabilities		X	X	

a) Credit risk

Credit risk arises from the possibility of one of the parties to a transaction defaulting on its financial obligations.

i) Cash

Credit risk associated with cash is minimized by investing these assets in short-term interest-bearing deposits of a Canadian bank with credit ratings that comply with the Corporation's banking and investment policy.

ii) Accounts receivable and loan receivable

Credit risk associated with accounts receivable is mitigated by the fact that the majority of receivables outstanding are from NS Power, which is a regulated public utility, mandated by its regulator to fund DSM activities.

b) Liquidity risk

Liquidity risk is the risk of being unable to meet cash requirements or fund obligations as they come due. It stems from the possibility of a delay in realizing the fair value of investments. The Corporation manages its liquidity risk by monitoring forecasted and actual cash flows and financial liability maturities, and by holding assets that can be readily converted into cash.

Accounts payable and accrued liabilities include obligations to customers who have earned incentives and are normally paid within 90 days. For some customer incentives accrued, there may be exceptions to the timing of the payments. The timing of these payments is determined by the terms of the customer's contract. HST payable is remitted on a monthly basis. The loan payable payments are remitted monthly, as aligned within the loan payment schedule and the loan receivable amounts from NS Power.

c) Market risk

The Corporation is exposed to market risks arising from changes in the fair value of financial instruments due to market price fluctuations. Market risks consist of currency risk, interest rate risk and other price risk. The Corporation is not exposed to other price risk.

i) Interest rate risk

Interest rate risk is the risk that the fair value of a financial instrument or the related future cash flows will fluctuate due to changes in the market interest rates. The Corporation is exposed to interest rate risk with regard to its cash. The Corporation has an interest bearing liability with a fixed interest rate.

The Corporation's cash include amounts on deposit with a Canadian bank that earn interest at the market rate. Fluctuations in market rates of interest on cash do not have a significant impact on the Corporation's results of operations. Short-term interest bearing deposits are not exposed to significant interest rate risk due to their short-term nature.

FOR THE YEAR ENDED DECEMBER 31, 2019 (IN THOUSANDS)

15. COST ALLOCATION METHODOLOGY

	Allocator	Expenses subject to Allocation	Demand-Side Management Fund Allocation	Provincial Fund Allocation	Other Business Fund Allocation
Incentives	Direct	$ 29	$ 8	$ 21	$ -
Information technology	FTE	495	321	173	1
Information technology	Direct	1,027	530	497	-
Marketing, outreach, education and research	Direct	2,193	1,229	964	-
Meetings and travel	Direct	136	69	67	-
Office and insurance	FTE	120	78	42	-
Office and insurance	Direct	222	114	108	-
Professional fees and consulting	Direct	199	105	94	-
Program support	Direct	37	18	19	-
Rent	FTE	615	399	215	1
Salaries and benefits	FTE	9,518	6,133	3,363	22
Training and development	FTE	278	151	127	-
		$ 14,869	$ 9,155	$ 5,690	$ 24

The Corporation engages in DSM programs (reported in the DSM Fund), other energy efficiency and conservation programs (reported in the PNS Fund) and other business (reported in the Other Business Fund).

The costs in each fund include direct costs of the programs which are comprised of, but not limited to, customer payments, program support costs, and other program and administrative costs directly attributable to a program. The Corporation also incurs costs which are not directly related to one program that require allocation between the funds and subsequently to programs. These non-direct costs include, but are not limited to, joint direct program costs, common program costs, salaries and benefits, administrative and operational overhead and general program administration.

The Corporation allocates the non-direct costs noted above based on Full-Time Equivalents ("FTE") of staff resources assigned to the programs and Direct Costs ("Direct") of the programs as defined in the ENSC Cost Allocation Methodology Report. The CAM is subject to regular review by the UARB.

EfficiencyOne
Statement of Operations & Changes in Fund Balance - Details by GL Account - Demand-Side Management (DSM) Fund
For the Year Ended December 31, 2019
In Thousands

GL Account	GL Account Description	Financial Statement Grouping	GL Balance
4000	DSM Revenue	Revenue	34,050
4140	Recognition/(Deferral) of Revenue	Revenue	(274)
4500	Interest - Business Investment Account	Revenue	281
	Subtotal - Revenue		**34,057**
5020	Incentives - Financing Interest	Incentives	210
5000	Incentives - Customer Rebates	Incentives	11,530
5010	Incentives - Upstream to DA	Incentives	4,549
5005	Incentives - Recovery	Incentives	(68)
5015	Incentives - Implementation DA	Incentives	4,687
5030	Incentives - Program Equipment	Incentives	3
5035	Incentives - Services Provided by DA	Incentives	143
5045	Incentives - Pilot Programs	Incentives	39
5050	Incentives - Low Income Appliance Replacement	Incentives	206
5012	Incentives - OEM Support	Incentives	10
	Subtotal - Incentives		**21,309**
5120	Evaluation	Evaluation &Verification	944
5121	Verification	Evaluation &Verification	176
	Subtotal - Evaluation & Verification		**1,120**
5130	DSM Consultants	Program support	661
5100	UARB Assessment & Consultant Costs	Program support	488
5040	Program Consulting	Program support	149
	Subtotal - Program Support		**1,298**
6330	Bad Debt Expense	Bad debt	7
	Subtotal - Bad Debts		**7**
6100	IT Contract Services	Information Technology	261
6130	Purchased IT Equipment	Information Technology	84
6200	Software Expense	Information Technology	228
6105	IT Consulting Services	Information Technology	77
6106	CIS Consulting	Information Technology	225
6500	Affiliate Recovery - IT	Information Technology	(24)
	Subtotal - Information Technology		**851**
6230	Advertising & Marketing	Marketing, outreach, education and research	324
5150	Homeshow/Tradeshow	Marketing, outreach, education and research	24
6340	Promotional & Program Materials	Marketing, outreach, education and research	65
6080	Research	Marketing, outreach, education and research	64
6190	Sponsorship	Marketing, outreach, education and research	29
6150	Subscriptions, Media Monitoring	Marketing, outreach, education and research	5
6070	Website Development	Marketing, outreach, education and research	201
6325	Communications Materials	Marketing, outreach, education and research	43
5151	Community Outreach	Marketing, outreach, education and research	17
6191	Partnership Development	Marketing, outreach, education and research	35

EfficiencyOne
Statement of Operations & Changes in Fund Balance - Details by GL Account - Demand-Side Management (DSM) Fund
For the Year Ended December 31, 2019
In Thousands

GL Account	GL Account Description	Financial Statement Grouping	GL Balance
5152	Bright Business Recovery	Marketing, outreach, education and research	(20)
5153	Bright Business	Marketing, outreach, education and research	79
5154	Green Schools	Marketing, outreach, education and research	219
6229	Corporate Marketing	Marketing, outreach, education and research	20
6235	Paid Advertising	Marketing, outreach, education and research	617
6345	Direct Mail Marketing	Marketing, outreach, education and research	31
6348	Marketing Events	Marketing, outreach, education and research	22
6350	Efficiency Trade Network Outreach	Marketing, outreach, education and research	20
6232	Efficiency Trade Network Marketing	Marketing, outreach, education and research	9
6081	Data Analytics Support	Marketing, outreach, education and research	76
6351	Efficiency Trade Network Training	Marketing, outreach, education and research	24
	Subtotal - Marketing, outreach and education		**1,904**
6260	Meals	Meetings & Travel	2
6040	Meeting - Facilities & Catering	Meetings & Travel	1
6240	Travel	Meetings & Travel	17
6041	Meetings - Facilities & catering - Program support	Meetings & Travel	26
6042	Meetings - Facilities & catering - Admin	Meetings & Travel	8
6241	Travel - Program support	Meetings & Travel	45
6242	Travel - Admin	Meetings & Travel	41
6261	Meals - Program support	Meetings & Travel	10
6262	Meals - Admin	Meetings & Travel	3
	Subtotal - Meetings and travel		**153**
6090	Equipment Expense	Office	9
6110	Equip Rental & Maintenance	Office	30
6310	Insurance - Liability, D and O	Office	5
6010	Memberships & Dues	Office	30
6170	Office Supplies	Office	30
6160	Postage, Mailing Services	Office	10
6300	Property Insurance	Office	36
6180	Telephone, Telecommunications	Office	50
6501	Affiliate Recovery - Office	Office	(8)
	Subtotal - Office and Insurance		**192**
6050	Professional Fees	Professional Fees	3
6051	Professional fees - Program support	Professional Fees	341
6052	Professional fees - Admin	Professional Fees	45
6061	Consulting - Program support	Professional Fees	106
6062	Consulting - Admin	Professional Fees	33
6503	Affiliate Recovery - Professional Fees	Professional Fees	(16)
6192	Codes & Standards Development	Professional Fees	28
	Subtotal Professional fees and consulting		**540**
6140	Rent	Rent	422
6502	Affiliate Recovery - Rent	Rent	(23)
	Subtotal Rent		**399**

EfficiencyOne
Statement of Operations & Changes in Fund Balance - Details by GL Account - Demand-Side Management (DSM) Fund
For the Year Ended December 31, 2019
In Thousands

GL Account	GL Account Description	Financial Statement Grouping	GL Balance
5910	CPP Benefits - Directors	Salaries	4
5720	CPP Expense - Staff Employees	Salaries	184
5900	Directors' Remuneration & Fees	Salaries	126
5700	EI Expense - Staff Employees	Salaries	70
5780	Emp Benefits - NS WCB	Salaries	22
5740	Group Ins Exp - Staff Employees	Salaries	183
5790	Payroll Service Fees	Salaries	13
5760	Reg Pension Plan - Staff Employees	Salaries	304
5600	Salaries - Staff Employees	Salaries	5,257
5650	Affiliate Recovery - Salary	Salaries	(59)
5651	Affiliate Recovery - Benefits	Salaries	(10)
5785	Wellness Incentive	Salaries	5
5770	Health Spending Account	Salaries	38
5652	Other Wage Recovery	Salaries	(4)
	Subtotal - Salaries and Benefits		**6,133**
6270	Employee Appreciation	Training	1
5775	Employee Assistance Program	Training	6
6250	Recruitment Costs	Training	36
6000	Training & Development	Training	113
6504	Affiliate Recovery - Training	Training	(5)
	Subtotal - Training and Development		**151**
	Total Costs		**34,057**
	Net Surplus to cover DSM Share of Amortization		**-**
3000	Fund Balance - beginning of year		-
3000	**Fund Balance Ending**		**-**

EfficiencyOne
Statement of Financial Position - Details by GL Account - Demand-Side Management (DSM) Fund
As at December 31, 2019
In Thousands

GL Account	GL Account Description	Financial Statement Grouping	GL Balance
Assets			
1070	BMO - DSM Account	Cash	11,101
1071	BMO - HST Refund Account	Cash	-
1095	TD - DSM Financing	Cash	2
	Subtotal - Cash		**11,103**
1100	Accounts Receivable	Accounts Receivable	196
1120	Other receivables	Accounts Receivable	455
1130	Due from Nova Scotia Power (Financing)	Accounts Receivable	356
	Subtotal - Accounts Receivable		**1,007**
1550	GST/HST Paid	HST receivable	114
	Subtotal - HST receivable		**114**
1300	Prepaid expense		40
	Subtotal - Prepaid expense	Prepaid expense	**40**
1151	Loan receivable - current	Loan receivable - current	4,669
	Subtotal - Loan receivable - current	Loan receivable - current	**4,669**
1450	Investment in EfficiencyOne Services Inc.	Investment in EfficiencyOne Services Inc.	-
	Subtotal - Investments		**-**
1150	Loan Receivable - non current	Loan receivable - non current	14,683
	Subtotal - Non Current Loan Receivable		**14,683**
	Total Assets		**31,616**

EfficiencyOne
Statement of Financial Position - Details by GL Account - Demand-Side Management (DSM) Fund
As at December 31, 2019
In Thousands

GL Account	GL Account Description	Financial Statement Grouping	GL Balance
Liabilities			
2000	Accounts Payable	Accts payable & accrued liabilities	1,893
2100	Social Committee	Accts payable & accrued liabilities	1
2410	Payroll Accruals	Accts payable & accrued liabilities	25
2411	Group Insurance Payable	Accts payable & accrued liabilities	1
2412	Vacation Pay Accrual	Accts payable & accrued liabilities	68
2419	Due to NSPI	Accts payable & accrued liabilities	176
2420	Vendor Accruals	Accts payable & accrued liabilities	641
2430	Program Accruals	Accts payable & accrued liabilities	1,466
1124	Due from (to) EfficiencyOne Services	Accts payable & accrued liabilities	11
	Subtotal - Accounts payable and accrued liabilities		**4,282**
2570	Deferred Revenue - Current	Deferred Revenue	7,261
	Subtotal - Current Deferred Revenue		**7,261**
2551	HST Payable	HST Payable	447
	Subtotal - HST Payble		**447**
2151	Loan payable - current	Loan payable - current	4,669
	Subtotal - Current Loan Payable		**4,669**
2500	Due to ENS Transition Corp.	Due to ENS Transition Corp.	-
	Subtotal - Current Loan Payable		**-**
2580	Deferred revenue	Deferred revenue	274
	Subtotal - Deferred revenue		**274**
2150	Loan payable	Loan payable	14,683
	Subtotal - Loan Payable		**14,683**
	Total Liabilities		**31,616**
Fund Balances			
3000	Fund Balance	Fund Balance	-
	Subtotal - Fund Balance		**-**
	Total Liabilities and Fund Balances		**31,616**

Attachment 3

200

Canada Revenue Agency / Agence du revenu du Canada

T2 Corporation Income Tax Return

EXEMPT FROM TAX

055 **Do not use this area**

This form serves as a federal, provincial, and territorial corporation income tax return, unless the corporation is located in Quebec or Alberta. If the corporation is located in one of these provinces, you have to file a separate provincial corporation return.

All legislative references on this return are to the federal Income Tax Act and Income Tax Regulations. This return may contain changes that had not yet become law at the time of publication.

Send one completed copy of this return, including schedules and the General Index of Financial Information (GIFI), to your tax centre. You have to file the return within six months after the end of the corporation's tax year.

For more information see **canada.ca/taxes** or Guide T4012, T2 Corporation – Income Tax Guide.

Identification

Business number (BN) 001 80494 7976 RC0001

Corporation's name
002 EfficiencyOne

Address of head office
Has this address changed since the last time we notified? . . . . 010 Yes [ ] No [X]
If **yes**, complete lines 011 to 018.
011 230 Brownlow Ave
012 Suite 300

City	Province, territory, or state
015 Dartmouth	016 NS
Country (other than Canada)	Postal or ZIP code
017	018 B3B 0G5

Mailing address (if different from head office address)
Has this address changed since the last time we were notified? . . . . 020 Yes [ ] No [X]
If **yes**, complete lines 021 to 028.
021 c/o
022
023

City	Province, territory, or state
025	026
Country (other than Canada)	Postal or ZIP code
027	028

Location of books and records (if different from head office address)
Has this address changed since the last time we were notified? . . . . 030 Yes [ ] No [X]
If **yes**, complete lines 031 to 038.
031
032

City	Province, territory, or state
035	036
Country (other than Canada)	Postal or ZIP code
037	038

040 **Type of corporation at the end of the tax year** (tick one)
- [ ] 1 Canadian-controlled private corporation (CCPC)
- [ ] 2 Other private corporation
- [ ] 3 Public corporation
- [ ] 4 Corporation controlled by a public corporation
- [X] 5 Other corporation (specify) Not for profit organization

If the type of corporation changed during the tax year, provide the effective date of the change . . . . 043 Year Month Day

To which tax year does this return apply?

	Tax year start (Year Month Day)		Tax year-end (Year Month Day)
060	2019-01-01	061	2019-12-31

Has there been an acquisition of control resulting in the application of subsection 249(4) since the tax year start on line 060? . . . . 063 Yes [ ] No [X]

If **yes**, provide the date control was acquired . . . . 065 Year Month Day

Is the date on line 061 a deemed tax year-end according to subsection 249(3.1)? . . . . 066 Yes [ ] No [X]

Is the corporation a professional corporation that is a member of a partnership? . . . . 067 Yes [ ] No [X]

Is this the first year of filing after:
Incorporation? . . . . 070 Yes [ ] No [X]
Amalgamation? . . . . 071 Yes [ ] No [X]
If **yes**, complete lines 030 to 038 and attach Schedule 24.

Has there been a wind-up of a subsidiary under section 88 during the current tax year? . . . . 072 Yes [ ] No [X]
If **yes**, complete and attach Schedule 24.

Is this the final tax year before amalgamation? . . . . 076 Yes [ ] No [X]

Is this the final return up to dissolution? . . . . 078 Yes [ ] No [X]

If an election was made under section 261, state the functional currency used 079

Is the corporation a resident of Canada? 080 Yes [X] No [ ]
If **no**, give the country of residence on line 081 and complete and attach Schedule 97.
081

Is the non-resident corporation claiming an exemption under an income tax treaty? . . . . 082 Yes [ ] No [X]
If **yes**, complete and attach Schedule 91.

If the corporation is exempt from tax under section 149, tick one of the following boxes:
085
- [X] 1 Exempt under paragraph 149(1)(e) or (l)
- [ ] 2 Exempt under paragraph 149(1)(j)
- [ ] 3 Exempt under paragraph 149(1)(t) (for tax years starting before 2019)
- [ ] 4 Exempt under other paragraphs of section 149

Do not use this area
095 096 898

Attachments

Financial statement information: Use GIFI schedules 100, 125, and 141.
Schedules – Answer the following questions. For each **yes** response, **attach** the schedule to the T2 return, unless otherwise instructed.

		Yes	Schedule
Is the corporation related to any other corporations?	150	X	9
Is the corporation an associated CCPC?	160		23
Is the corporation an associated CCPC that is claiming the expenditure limit?	161		49
Does the corporation have any non-resident shareholders who own voting shares?	151		19
Has the corporation had any transactions, including section 85 transfers, with its shareholders, officers, or employees, other than transactions in the ordinary course of business? Exclude non-arm's length transactions with non-residents	162		11
If you answered **yes** to the above question, and the transaction was between corporations not dealing at arm's length, were all or substantially all of the assets of the transferor disposed of to the transferee?	163		44
Has the corporation paid any royalties, management fees, or other similar payments to residents of Canada?	164		14
Is the corporation claiming a deduction for payments to a type of employee benefit plan?	165		15
Is the corporation claiming a loss or deduction from a tax shelter?	166		T5004
Is the corporation a member of a partnership for which a partnership account number has been assigned?	167		T5013
Did the corporation, a foreign affiliate controlled by the corporation, or any other corporation or trust that did not deal at arm's length with the corporation have a beneficial interest in a non-resident discretionary trust (without reference to section 94)?	168		22
Did the corporation own any shares in one or more foreign affiliates in the tax year?	169		25
Has the corporation made any payments to non-residents of Canada under subsections 202(1) and/or 105(1) of the Income Tax Regulations?	170		29
Did the corporation have a total amount over CAN$1 million of reportable transactions with non-arm's length non-residents?	171		T106
For private corporations: Does the corporation have any shareholders who own 10% or more of the corporation's common and/or preferred shares?	173		50
Has the corporation made payments to, or received amounts from, a retirement compensation plan arrangement during the year?	172		———
Does the corporation earn income from one or more Internet web pages or websites?	180		88
Is the net income/loss shown on the financial statements different from the net income/loss for income tax purposes?	201	X	1
Has the corporation made any charitable donations; gifts of cultural or ecological property; or gifts of medicine?	202		2
Has the corporation received any dividends or paid any taxable dividends for purposes of the dividend refund?	203		3
Is the corporation claiming any type of losses?	204	X	4
Is the corporation claiming a provincial or territorial tax credit or does it have a permanent establishment in more than one jurisdiction?	205		5
Has the corporation realized any capital gains or incurred any capital losses during the tax year?	206		6
i) Is the corporation a CCPC and reporting a) income or loss from property (other than dividends deductible on line 320 of the T2 return), b) income from a partnership, c) income from a foreign business, d) income from a personal services business, e) income referred to in clause 125(1)(a)(i)(C) or 125(1)(a)(i)(B), f) aggregate investment income as defined in subsection 129(4), or g) an amount assigned to it under subsection 125(3.2) or 125(8); or ii) Is the corporation a member of a partnership and assigning its specified partnership business limit to a designated member under subsection 125(8)?	207		7
Does the corporation have any property that is eligible for capital cost allowance?	208	X	8
Does the corporation have any resource-related deductions?	212		12
Is the corporation claiming deductible reserves?	213		13
Is the corporation claiming a patronage dividend deduction?	216		16
Is the corporation a credit union claiming a deduction for allocations in proportion to borrowing or a provincial credit union tax reduction?	217		17
Is the corporation an investment corporation or a mutual fund corporation?	218		18
Is the corporation carrying on business in Canada as a non-resident corporation?	220		20
Is the corporation claiming any federal, provincial, or territorial foreign tax credits, or any federal logging tax credits?	221		21
Does the corporation have any Canadian manufacturing and processing profits?	227		27
Is the corporation claiming an investment tax credit?	231		31
Is the corporation claiming any scientific research and experimental development (SR&ED) expenditures?	232		T661
Is the total taxable capital employed in Canada of the corporation and its related corporations over $10,000,000?	233		33/34/35
Is the total taxable capital employed in Canada of the corporation and its associated corporations over $10,000,000?	234		———
Is the corporation subject to gross Part VI tax on capital of financial institutions?	238		38
Is the corporation claiming a Part I tax credit?	242		42
Is the corporation subject to Part IV.1 tax on dividends received on taxable preferred shares or Part VI.1 tax on dividends paid?	243		43
Is the corporation agreeing to a transfer of the liability for Part VI.1 tax?	244		45
Is the corporation subject to Part II – Tobacco Manufacturers' surtax?	249		46
For financial institutions: Is the corporation a member of a related group of financial institutions with one or more members subject to gross Part VI tax?	250		39
Is the corporation claiming a Canadian film or video production tax credit?	253		T1131
Is the corporation claiming a film or video production services tax credit?	254		T1177
Is the corporation subject to Part XIII.1 tax? (Show your calculations on a sheet that you identify as Schedule 92.)	255		92

Attachments (continued)

		Yes	Schedule
Did the corporation have any foreign affiliates in the tax year?	271		T1134
Did the corporation own or hold specified foreign property where the total cost amount of all such property, at any time in the year, was more than CAN$100,000?	259		T1135
Did the corporation transfer or loan property to a non-resident trust?	260		T1141
Did the corporation receive a distribution from or was it indebted to a non-resident trust in the year?	261		T1142
Has the corporation entered into an agreement to allocate assistance for SR&ED carried out in Canada?	262		T1145
Has the corporation entered into an agreement to transfer qualified expenditures incurred in respect of SR&ED contracts?	263		T1146
Has the corporation entered into an agreement with other associated corporations for salary or wages of specified employees for SR&ED?	264		T1174
Did the corporation pay taxable dividends (other than capital gains dividends) in the tax year?	265		55
Has the corporation made an election under subsection 89(11) not to be a CCPC?	266		T2002
Has the corporation revoked any previous election made under subsection 89(11)?	267		T2002
Did the corporation (CCPC or deposit insurance corporation (DIC)) pay eligible dividends, or did its general rate income pool (GRIP) change in the tax year?	268		53
Did the corporation (other than a CCPC or DIC) pay eligible dividends, or did its low rate income pool (LRIP) change in the tax year?	269		54

Additional information

		Yes	No
Did the corporation use the International Financial Reporting Standards (IFRS) when it prepared its financial statements?	270		X
Is the corporation inactive?	280		X

What is the corporation's main revenue-generating business activity? 541619 Other Management Consulting Services

Specify the principal products mined, manufactured, sold, constructed, or services provided, giving the approximate percentage of the total revenue that each product or service represents.

284	Electricity demand side management	285	100.000 %
286		287	%
288		289	%

		Yes	No
Did the corporation immigrate to Canada during the tax year?	291		X
Did the corporation emigrate from Canada during the tax year?	292		X
Do you want to be considered as a quarterly instalment remitter if you are eligible?	293		

If the corporation was eligible to remit instalments on a quarterly basis for part of the tax year, provide the date the corporation ceased to be eligible 294 Year Month Day

If the corporation's major business activity is construction, did you have any subcontractors during the tax year? 295 Yes No

Taxable income

Net income or (loss) for income tax purposes from Schedule 1, financial statements, or GIFI			300	-21,487	A
Deduct:					
Charitable donations from Schedule 2	311				
Cultural gifts from Schedule 2	313				
Ecological gifts from Schedule 2	314				
Gifts of medicine made before March 22, 2017, from Schedule 2	315				
Taxable dividends deductible under section 112 or 113, or subsection 138(6) from Schedule 3	320				
Part VI.1 tax deduction*	325				
Non-capital losses of previous tax years from Schedule 4	331				
Net capital losses of previous tax years from Schedule 4	332				
Restricted farm losses of previous tax years from Schedule 4	333				
Farm losses of previous tax years from Schedule 4	334				
Limited partnership losses of previous tax years from Schedule 4	335				
Taxable capital gains or taxable dividends allocated from a central credit union	340				
Prospector's and grubstaker's shares	350				
Employer deduction for non-qualified securities under an employee stock options agreement		a			
Subtotal		▶			B
Subtotal (amount A **minus** amount B) (if negative, enter "0")					C
Section 110.5 additions or subparagraph 115(1)(a)(vii) additions			355		D
Taxable income (amount C **plus** amount D)			360		
Income exempt under paragraph 149(1)(t) (for tax years starting before 2019)			370		
Taxable income for a corporation with exempt income under paragraph 149(1)(t) (line 360 **minus** line 370)					Z
Taxable income for the year from a personal services business					Z.1

* This amount is equal to 3.5 times the Part VI.1 tax payable at line 724 on page 9.

Small business deduction

Canadian-controlled private corporations (CCPCs) throughout the tax year

Income eligible for the small business deduction from Schedule 7	400		A
Taxable income from line 360 on page 3, **minus** 100/28 (3.57143) of the amount on line 632* on page 8, **minus** 4 times the amount on line 636** on page 8, and **minus** any amount that, because of federal law, is exempt from Part I tax	405		B
Business limit (see notes 1 and 2 below)	410		C

Notes:

1. For CCPCs that are not associated, enter $ 500,000 on line 410. However, if the corporation's tax year is less than 51 weeks, prorate this amount by the number of days in the tax year **divided** by 365, and enter the result on line 410.
2. For associated CCPCs, use Schedule 23 to calculate the amount to be entered on line 410.

Business limit reduction

Taxable capital business limit reduction

Amount C ______ x 415 *** ______ D / 11,250 = ______ E

Passive income business limit reduction

Adjusted aggregate investment income from Schedule 7**** . 417 ______ – 50,000 = ______ F

Amount C ______ x Amount F ______ / 100,000 = ______ G

Subtotal (the greater of amount E and amount G)	422		H
Reduced business limit for tax years starting before 2019 (amount C **minus** amount E) (if negative, enter "0")	425		I
Reduced business limit for tax years starting after 2018 (amount C **minus** amount H) (if negative, enter "0")	426		J
Business limit the CCPC assigns under subsection 125(3.2) (from line 515 on page 5)			K
Reduced business limit after assignment for tax years starting before 2019 (amount I **minus** amount K)	427		L
Reduced business limit after assignment for tax years starting after 2018 (amount J **minus** amount K)	428		M

Small business deduction

Tax years starting before 2019

Amount A, B, C, or L, whichever is the least ______ x Number of days in the tax year before January 1, 2018 ______ / Number of days in the tax year 365 x 17.5 % = ______ 1

Amount A, B, C, or L, whichever is the least ______ x Number of days in the tax year after December 31, 2017, and before January 1, 2019 ______ / Number of days in the tax year 365 x 18 % = ______ 2

Amount A, B, C, or L, whichever is the least ______ x Number of days in the tax year after December 31, 2018 365 / Number of days in the tax year 365 x 19 % = ______ 3

Tax years starting after 2018

Amount A, B, C, or M, whichever is the least ______ x 19 % = ______ 4

Small business deduction (total of amounts 1 to 4) 430 ______ N

Enter amount N at amount J on page 8.

* Calculate the amount of foreign non-business income tax credit deductible on line 632 without reference to the refundable tax on the CCPC's investment income (line 604) and without reference to the corporate tax reductions under section 123.4.

** Calculate the amount of foreign business income tax credit deductible on line 636 without reference to the corporation tax reductions under section 123.4.

*** **Large corporations**

- If the corporation is not associated with any corporations in both the current and previous tax years, the amount to be entered on line 415 is: (total taxable capital employed in Canada for the **prior** year **minus** $10,000,000) x 0.225%.
- If the corporation is not associated with any corporations in the current tax year, but was associated in the previous tax year, the amount to be entered on line 415 is: (total taxable capital employed in Canada for the **current** year **minus** $10,000,000) x 0.225%.
- For corporations associated in the current tax year, see Schedule 23 for the special rules that apply.

**** Enter the total adjusted aggregate investment income of the corporation and all associated corporations. For the first tax year starting after 2018, use the total of lines 744 of Schedule 7. Otherwise, use the total of lines 745 of the preceding tax year.

Small business deduction (continued)

Specified corporate income and assignment under subsection 125(3.2)

	O1 Name of corporation receiving the income and assigned amount	O Business number of the corporation receiving the assigned amount 490	P Income paid under clause 125(1)(a)(i)(B) to the corporation identified in column O [3] 500	Q Business limit assigned to corporation identified in column O [4] 505
1.				
			Total 510	Total 515

Notes:

3. This amount is [as defined in subsection 125(7) **specified corporate income** (a)(i)] the total of all amounts each of which is income from an active business of the corporation for the year from the provision of services or property to a private corporation (directly or indirectly, in any manner whatever) if
(A) at any time in the year, the corporation (or one of its shareholders) or a person who does not deal at arm's length with the corporation (or one of its shareholders) holds a direct or indirect interest in the private corporation, and
(B) it is not the case that all or substantially all of the corporation's income for the year from an active business is from the provision of services or property to
(I) persons (other than the private corporation) with which the corporation deals at arm's length, or
(II) partnerships with which the corporation deals at arm's length, other than a partnership in which a person that does not deal at arm's length with the corporation holds a direct or indirect interest.
4. The amount of the business limit you assign to a CCPC cannot be greater than the amount determined by the formula A – B, where A is the amount of income referred to in column P in respect of that CCPC and B is the portion of the amount described in A that is deductible by you in respect of the amount of income referred to in clauses 125(1)(a)(i)(A) or (B) for the year. The amount on line 515 cannot be greater than the amount on line 425 (426 for tax years starting after 2018).

General tax reduction for Canadian-controlled private corporations

Canadian-controlled private corporations throughout the tax year

Taxable income from page 3 (line 360 or amount Z, whichever applies)				A
Lesser of amounts 9B and 9H from Part 9 of Schedule 27			B	
Amount 13K from Part 13 of Schedule 27			C	
Personal services business income	432		D	
Amount from line 400, 405, 410, or 427 (428 instead of 427 for tax years starting after 2018) on page 4, whichever is the least			E	
Aggregate investment income from line 440 on page 6*			F	
Subtotal (**add** amounts B to F)			▶	G
Amount A **minus** amount G (if negative, enter "0")				H
General tax reduction for Canadian-controlled private corporations – Amount H **multiplied** by 13 %				I

Enter amount I on line 638 on page 8.

* Except for a corporation that is, throughout the year, a cooperative corporation (within the meaning assigned by subsection 136(2)) or a credit union.

General tax reduction

Do not complete this area if you are a Canadian-controlled private corporation, an investment corporation, a mortgage investment corporation, a mutual fund corporation, or any corporation with taxable income that is not subject to the corporation tax rate of 38%.

Taxable income from page 3 (line 360 or amount Z, whichever applies)				J
Lesser of amounts 9B and 9H from Part 9 of Schedule 27			K	
Amount 13K from Part 13 of Schedule 27			L	
Personal services business income	434		M	
Subtotal (**add** amounts K to M)			▶	N
Amount J **minus** amount N (if negative, enter "0")				O
General tax reduction – Amount O **multiplied** by 13 %				P

Enter amount P on line 639 on page 8.

Refundable portion of Part I tax

Canadian-controlled private corporations throughout the tax year

Aggregate investment income from Schedule 7 . . . . **440** ______ x 30 2 / 3 % = ... ______ A

Foreign non-business income tax credit from line 632 on page 8 . . . . ______ B

Foreign investment income from Schedule 7 . . . . **445** ______ x 8 % = ______ C

Subtotal (amount B **minus** amount C) (if negative, enter "0") ______ ▶ ______ D

Amount A **minus** amount D (if negative, enter "0") . . . . ______ E

Taxable income from line 360 on page 3 . . . . ______ F

Amount from line 400, 405, 410, or 427 (428 instead of 427 for tax years starting after 2018) on page 4, whichever is the least . . . . ______ G

Foreign non-business income tax credit from line 632 on page 8 . . . . ______ x 75 / 29 = ______ H

Foreign business income tax credit from line 636 on page 8 . . ______ x 4 = ______ I

Subtotal (**add** amounts G to I) ______ ▶ ______ J

Subtotal (amount F **minus** amount J) (if negative, enter "0") ______ K x 30 2 / 3 % = ______ L

Part I tax payable minus investment tax credit refund (line 700 **minus** line 780 from page 9) . . . . ______ M

Refundable portion of Part I tax – Amount E, L, or M, whichever is the least . . . . **450** ______ N

Refundable dividend tax on hand (for tax years starting before 2019)

Refundable dividend tax on hand at the end of the previous tax year . . . . **460** ______

Dividend refund for the previous tax year . . . . **465** ______

Subtotal (line 460 **minus** line 465) ______ ▶ ______ O

Refundable portion of Part I tax from line 450 above . . . . ______ P

Total Part IV tax payable from Schedule 3 . . . . ______ Q

Net refundable dividend tax on hand transferred on an amalgamation or the wind-up of a subsidiary . . . . **480** ______

Subtotal (amount P **plus** amount Q **plus** line 480) ______ ▶ ______ R

Refundable dividend tax on hand at the end of the tax year – Amount O **plus** amount R . . . . **485** ______

Dividend refund (for tax years starting before 2019)

Private and subject corporations at the time taxable dividends were paid in the tax year

Taxable dividends paid in the tax year from line 460 on page 3 of Schedule 3 . . . . . . ______ x 38 1 / 3 % = ______ S

Refundable dividend tax on hand at the end of the tax year from line 485 above . . . . ______ T

Dividend refund – Amount S or T, whichever is less . . . . ______ U

Enter amount U on line 784 on page 9.

Refundable dividend tax on hand (for tax years starting after 2018)

Refundable dividend tax on hand (RDTOH) at the end of the previous tax year	460			
Dividend refund for the previous tax year	465			
Net RDTOH transferred on an amalgamation or the wind-up of a subsidiary	480			
Subtotal (line 460 **minus** line 465 **plus** line 480)				A
General rate income pool (GRIP) at the end of the previous tax year (from line 100 of schedule 53)				B
Total eligible dividends paid in the previous tax year (from line 300 of schedule 53)			C	
Total excessive eligible dividend designation in the previous tax year (from line 310 of Schedule 53)			D	
Subtotal (amount C **minus** amount D) (if negative, enter "0")			▶	E
Net GRIP at the end of the previous tax year (amount B **minus** amount E) (if negative, enter "0")			F	
GRIP transferred on an amalgamation or the wind-up of a subsidiary (total of lines 230 and 240 of schedule 53)			G	
Subtotal (amount F **plus** amount G)			▶	H
Amount H **multiplied** by 38 1 / 3 %				I
Eligible refundable dividend tax on hand (ERDTOH) at the end of the previous tax year (for the first tax year starting after 2018, amount A or I, whichever is less, otherwise, use line 530 ______ of the preceding tax year)		520		J
Non-eligible refundable dividend tax on hand (NERDTOH) at the end of the previous tax year (for the first tax year starting after 2018, amount A **minus** amount I, otherwise, use line 545 ______ of the preceding tax year) (if negative, enter "0")		535		K
Part IV tax payable on taxable dividends from connected corporations (amount 2G from Schedule 3)			L	
Part IV tax payable on eligible dividends from non-connected corporations (amount 2J from Schedule 3)			M	
Subtotal (amount L **plus** amount M)			▶	N
Net ERDTOH transferred on an amalgamation or the wind-up of a subsidiary		525		O
ERDTOH dividend refund for the previous tax year		570		P
Refundable portion of Part I tax (from line 450 on page 6)				Q
Part IV tax before deductions (amount 2A from Schedule 3)			R	
Part IV tax allocated to ERDTOH (amount N)			S	
Part IV tax reduction due to Part IV.1 tax payable (amount 4D of Schedule 43)			T	
Subtotal (amount R **minus** total of amounts S and T)			▶	U
Net NERDTOH transferred on an amalgamation or the wind-up of a subsidiary		540		V
NERDTOH dividend refund for the previous tax year		575		W
38 1/3% of the total losses applied against Part IV tax (amount 2D from Schedule 3)				X
Part IV tax payable allocated to NERDTOH, net of losses claimed (amount U **minus** amount X) (if negative enter "0")				Y
NERDTOH at the end of the tax year* (total of amounts K, Q, V, and Y **minus** amount W) (if negative, enter "0")		545		
Part IV tax payable allocated to ERDTOH, net of losses claimed (amount N **minus** the amount, if any, by which amount X exceeds amount U) (if negative, enter "0")				Z
ERDTOH at the end of the tax year* (total of amounts J, O, and Z **minus** amount P) (if negative, enter "0")		530		

* For more information, consult the Help (F1).

Dividend refund (for tax years starting after 2018)

38 1/3% of total eligible dividends paid in the tax year (amount 3A from Schedule 3)		AA
ERDTOH balance at the end of the tax year (line 530)		BB
Eligible dividend refund (amount AA or BB, whichever is less)		CC
38 1/3% of total non-eligible taxable dividends paid in the tax year (amount 3B from Schedule 3)		DD
NERDTOH balance at the end of the tax year (line 545)		EE
Non-eligible dividend refund (amount DD or EE, whichever is less)		FF
Amount DD **minus** amount EE (if negative, enter "0")		GG
Amount BB **minus** amount CC (if negative, enter "0")		HH
Additional non-eligible dividend refund (amount GG or HH, whichever is less)		II
Dividend refund* – Amount CC **plus** amount FF **plus** amount II		JJ

Enter amount JJ on line 784 on page 9.

* For more information, consult the Help (F1).

Part I tax

Base amount Part I tax – Taxable income from page 3 (line 360 or amount Z, whichever applies) **multiplied** by 38 %			550		A
Additional tax on personal services business income (section 123.5)					
Taxable income from a personal services business	555	x 5 % =	560		B
Recapture of investment tax credit from Schedule 31			602		C

Calculation for the refundable tax on the Canadian-controlled private corporation's (CCPC) investment income
(if it was a CCPC throughout the tax year)

Aggregate investment income from line 440 on page 6				D
Taxable income from line 360 on page 3		E		
Deduct: Amount from line 400, 405, 410, or 427 (428 instead of 427 for tax years starting after 2018) on page 4, whichever is the least		F		
Net amount (amount E **minus** amount F)		▶		G

Refundable tax on CCPC's investment income – 10 2 / 3 % of whichever is less: amount D or amount G	604		H
Subtotal (**add** amounts A, B, C, and H)			I

Deduct:

Small business deduction from line 430 on page 4			J
Federal tax abatement	608		
Manufacturing and processing profits deduction from Schedule 27	616		
Investment corporation deduction	620		
Taxed capital gains 624			
Federal foreign non-business income tax credit from Schedule 21	632		
Federal foreign business income tax credit from Schedule 21	636		
General tax reduction for CCPCs from amount I on page 5	638		
General tax reduction from amount P on page 5	639		
Federal logging tax credit from Schedule 21	640		
Eligible Canadian bank deduction under section 125.21	641		
Federal qualifying environmental trust tax credit	648		
Investment tax credit from Schedule 31	652		
Subtotal		▶	K

Part I tax payable – Amount I **minus** amount K		L

Enter amount L on line 700 on page 9.

Privacy statement

Personal information (including the SIN) is collected for the purposes of the administration or enforcement of the Income Tax Act and related programs and activities such as administering tax and benefits, audit, compliance, and collection. Personal information may be shared for purposes of other federal acts that provide for the imposition and collection of a tax or duty. Personal information may also be shared with other federal, provincial, territorial or foreign government institutions to the extent authorized by law. Failure to provide this information may result in interest payable, penalties or other actions. Under the Privacy Act, individuals have the right to access their personal information, request correction, or file a complaint to the Privacy Commissioner of Canada regarding the handling of the individual's personal information. Refer to Personal Information Bank CRA PPU 047 at **canada.ca/cra-info-source**.

Summary of tax and credits

Federal tax

Part I tax payable from amount L on page 8	700	
Part II surtax payable from Schedule 46	708	
Part III.1 tax payable from Schedule 55	710	
Part IV tax payable from Schedule 3	712	
Part IV.1 tax payable from Schedule 43	716	
Part VI tax payable from Schedule 38	720	
Part VI.1 tax payable from Schedule 43	724	
Part XIII.1 tax payable from Schedule 92	727	
Part XIV tax payable from Schedule 20	728	
Total federal tax		

Add provincial or territorial tax:

Provincial or territorial jurisdiction 750 NS
(if more than one jurisdiction, enter "multiple" and complete Schedule 5)

Net provincial or territorial tax payable (except Quebec and Alberta)	760	
Total tax payable	770	A

Deduct other credits:

Investment tax credit refund from Schedule 31	780	
Dividend refund from amount U on page 6 or JJ on page 7	784	
Federal capital gains refund from Schedule 18	788	
Federal qualifying environmental trust tax credit refund	792	
Canadian film or video production tax credit (Form T1131)	796	
Film or video production services tax credit (Form T1177)	797	
Tax withheld at source	800	
Total payments on which tax has been withheld	801	
Provincial and territorial capital gains refund from Schedule 18	808	
Provincial and territorial refundable tax credits from Schedule 5	812	
Tax instalments paid	840	
Labour tax credit for qualifying journalism organizations		
Total credits	890	B

Balance (amount A **minus** amount B)

Refund code 894 Refund

If the result is negative, you have a **refund**.
If the result is positive, you have a **balance owing**.
Enter the amount on whichever line applies.
Generally, we do not charge or refund a difference of $2 or less.

Balance owing

For information on how to make your payment, go to **canada.ca/payments**.

Direct deposit request

To have the corporation's refund deposited directly into the corporation's bank account at a financial institution in Canada, or to change banking information you already gave us, complete the information below:

☐ Start ☐ Change information

910 Branch number

914 Institution number

918 Account number

If the corporation is a Canadian-controlled private corporation throughout the tax year, does it qualify for the one-month extension of the date the balance of tax is due? 896 Yes ☐ No ☐

If this return was prepared by a tax preparer for a fee, provide their EFILE number 920 H6059

Certification

I, 950 Thompson (Last name) 951 Gina (First name) 954 Director, Finance & Regulatory (Position, office, or rank),

am an authorized signing officer of the corporation. I certify that I have examined this return, including accompanying schedules and statements, and that the information given on this return is, to the best of my knowledge, correct and complete. I also certify that the method of calculating income for this tax year is consistent with that of the previous tax year except as specifically disclosed in a statement attached to this return.

955 2020-04-15 Date (yyyy/mm/dd)

Signature of the authorized signing officer of the corporation

956 (902) 470-3500 Telephone number

Is the contact person the same as the authorized signing officer? If **no**, complete the information below 957 Yes ☒ No ☐

958 Name of other authorized person

959 Telephone number

Language of correspondence – Langue de correspondance

Indicate your language of correspondence by entering **1** for English or **2** for French.
Indiquez votre langue de correspondance en inscrivant **1** pour anglais ou **2** pour français.

990 1

Attachment 3

Canada Revenue Agency / Agence du revenu du Canada

SCHEDULE 100

Form identifier 100

GENERAL INDEX OF FINANCIAL INFORMATION – GIFI

Corporation's name	Business number	Tax year end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

Balance sheet information

Account	Description	GIFI		Current year	Prior year
	Assets				
	Total current assets	1599	+	40,163,458	60,300,244
	Total tangible capital assets	2008	+	1,177,262	1,177,262
	Total accumulated amortization of tangible capital assets	2009	–	1,177,262	1,177,262
	Total intangible capital assets	2178	+		
	Total accumulated amortization of intangible capital assets	2179	–		
	Total long-term assets	2589	+	14,845,510	19,467,916
	* Assets held in trust	2590	+		
	Total assets (mandatory field)	2599	=	55,008,968	79,768,160
	Liabilities				
	Total current liabilities	3139	+	25,831,132	51,294,454
	Total long-term liabilities	3450	+	29,012,174	41,382,218
	* Subordinated debt	3460	+		
	* Amounts held in trust	3470	+		
	Total liabilities (mandatory field)	3499	=	54,843,306	92,676,672
	Shareholder equity				
	Total shareholder equity (mandatory field)	3620	+	165,662	-12,908,512
	Total liabilities and shareholder equity	3640	=	55,008,968	79,768,160
	Retained earnings				
	Retained earnings/deficit – end (mandatory field)	3849	=	165,662	-12,908,512

***** Generic item

Canada Revenue Agency / Agence du revenu du Canada

SCHEDULE 125

Form identifier 125

GENERAL INDEX OF FINANCIAL INFORMATION – GIFI

Corporation's name	Business number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

Income statement information

Description	GIFI	
Operating name	0001	
Description of the operation	0002	
Sequence number	0003	01

Account	Description	GIFI		Current year	Prior year
	Income statement information				
	Total sales of goods and services	8089	+	62,798,221	49,421,454
	Cost of sales	8518	–	47,046,267	39,661,286
	Gross profit/loss	8519	=	15,751,954	9,760,168
	Cost of sales	8518	+	47,046,267	39,661,286
	Total operating expenses	9367	+	16,620,060	14,496,682
	Total expenses (mandatory field)	9368	=	63,666,327	54,157,968
	Total revenue (mandatory field)	8299	+	63,713,501	50,083,689
	Total expenses (mandatory field)	9368	–	63,666,327	54,157,968
	Net non-farming income	9369	=	47,174	-4,074,279
	Farming income statement information				
	Total farm revenue (mandatory field)	9659	+		
	Total farm expenses (mandatory field)	9898	–		
	Net farm income	9899	=		
	Net income/loss before taxes and extraordinary items	9970	=	47,174	-4,074,279
	Total other comprehensive income	9998	=		
	Extraordinary items and income (linked to Schedule 140)				
	Extraordinary item(s)	9975	–		
	Legal settlements	9976	–		
	Unrealized gains/losses	9980	+		
	Unusual items	9985	–		
	Current income taxes	9990	–		
	Future (deferred) income tax provision	9995	–		
	Total – Other comprehensive income	9998	+		
	Net income/loss after taxes and extraordinary items (mandatory field)	9999	=	47,174	-4,074,279

Canada Revenue Agency / Agence du revenu du Canada

Schedule 141

Notes Checklist

Corporation's name	Business number	Tax Year End Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

- Parts 1, 2, and 3 of this schedule must be completed from the perspective of the person (referred to in these parts as the **accountant**) who prepared or reported on the financial statements. If the person preparing the tax return is not the accountant referred to above, they must still complete Parts 1, 2, 3, and 4, as applicable.
- For more information, see Guide RC4088, *General Index of Financial Information (GIFI)* and T4012, *T2 Corporation – Income Tax Guide.*
- Complete this schedule and include it with your T2 return along with the other GIFI schedules.

Part 1 – Information on the accountant who prepared or reported on the financial statements

Does the accountant have a professional designation? . . . . . **095** Yes [X] No [ ]

Is the accountant connected* with the corporation? . . . . . **097** Yes [ ] No [X]

Note

If the accountant does not have a professional designation **or** is connected to the corporation, you do not have to complete Parts 2 and 3 of this schedule. However, you **do have** to complete Part 4, as applicable.

* A person connected with a corporation can be: (i) a shareholder of the corporation who owns more than 10% of the common shares; (ii) a director, an officer, or an employee of the corporation; or (iii) a person not dealing at arm's length with the corporation.

Part 2 – Type of involvement with the financial statements

Choose the option that represents the highest level of involvement of the accountant: **198**

Completed an auditor's report . . . . . 1 [X]

Completed a review engagement report . . . . . 2 [ ]

Conducted a compilation engagement . . . . . 3 [ ]

Part 3 – Reservations

If you selected option 1 or 2 under **Type of involvement with the financial statements** above, answer the following question:

Has the accountant expressed a reservation? . . . . . **099** Yes [ ] No [X]

Part 4 – Other information

If you have a professional designation and are not the accountant associated with the financial statements in Part 1 above, choose one of the following options: **110**

Prepared the tax return (financial statements prepared by client) . . . . . 1 [ ]

Prepared the tax return and the financial information contained therein (financial statements have not been prepared) . . . . . 2 [ ]

Were notes to the financial statements prepared? . . . . . **101** Yes [X] No [ ]

If **yes**, complete lines 104 to 107 below:

Are subsequent events mentioned in the notes? . . . . . **104** Yes [ ] No [X]

Is re-evaluation of asset information mentioned in the notes? . . . . . **105** Yes [ ] No [X]

Is contingent liability information mentioned in the notes? . . . . . **106** Yes [X] No [ ]

Is information regarding commitments mentioned in the notes? . . . . . **107** Yes [X] No [ ]

Does the corporation have investments in joint venture(s) or partnership(s)? . . . . . **108** Yes [ ] No [X]

Part 4 – Other information (continued)

Impairment and fair value changes

In any of the following assets, was an amount recognized in net income or other comprehensive income (OCI) as a result of an impairment loss in the tax year, a reversal of an impairment loss recognized in a previous tax year, or a change in fair value during the tax year? . . . . . 200 Yes [ ] No [X]

If **yes**, enter the amount recognized:

		In net income Increase (decrease)		**In OCI** Increase (decrease)
Property, plant, and equipment	210		211	
Intangible assets	215		216	
Investment property	220			
Biological assets	225			
Financial instruments	230		231	
Other	235		236	

Financial instruments

Did the corporation derecognize any financial instrument(s) during the tax year (other than trade receivables)? . . . . . 250 Yes [ ] No [X]

Did the corporation apply hedge accounting during the tax year? . . . . . 255 Yes [ ] No [X]

Did the corporation discontinue hedge accounting during the tax year? . . . . . 260 Yes [ ] No [X]

Adjustments to opening equity

Was an amount included in the opening balance of retained earnings or equity, in order to correct an error, to recognize a change in accounting policy, or to adopt a new accounting standard in the current tax year? . . . . . 265 Yes [X] No [ ]

If **yes**, you have to maintain a separate reconciliation.

Attachment 3

SCHEDULE 100

GENERAL INDEX OF FINANCIAL INFORMATION – GIFI

Form identifier 100

Name of corporation	Business Number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

Assets – lines 1000 to 2599

1000	32,137,761	1060	2,942,920	1240	4,669,580
1480	308,992	1484	104,205	1599	40,163,458
1740	610,629	1741	-610,629	1774	84,712
1775	-84,712	1918	481,921	1919	-481,921
2008	1,177,262	2009	-1,177,262	2300	162,256
2360	14,683,254	2589	14,845,510	2599	55,008,968

Liabilities – lines 2600 to 3499

2620	6,040,264	2770	14,388,163	2920	4,669,580
2960	733,125	3139	25,831,132	3140	14,685,222
3220	14,326,952	3450	29,012,174	3499	54,843,306

Shareholder equity – lines 3500 to 3640

3600	165,662	3620	165,662	3640	55,008,968

Retained earnings – lines 3660 to 3849

3660	-12,908,512	3680	47,174	3720	13,027,000
3849	165,662				

Attachment 3

SCHEDULE 125

GENERAL INDEX OF FINANCIAL INFORMATION – GIFI

Form identifier 125

Name of corporation	Business Number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

Description

Sequence number 0003 01

Revenue – lines 8000 to 8299

8000	62,798,221	8089	62,798,221	8090	868,106
8232	47,174	8299	63,713,501		

Cost of sales – lines 8300 to 8519

8320	47,046,267	8518	47,046,267	8519	15,751,954

Operating expenses – lines 8520 to 9369

8521	3,426,965	8590	6,655	8810	343,249
8860	654,459	8876	277,685	8912	615,208
9060	9,524,134	9150	1,522,287	9200	249,418
9367	16,620,060	9368	63,666,327	9369	47,174

Extraordinary items and taxes – lines 9970 to 9999

9970	47,174	9999	47,174

Canada Revenue Agency / Agence du revenu du Canada

Net Income (Loss) for Income Tax Purposes

Schedule 1

Corporation's name	Business number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

- Use this schedule to reconcile the corporation's net income (loss) as reported on the financial statements and its net income (loss) for tax purposes. For more information, see the T2 Corporation – Income Tax Guide.
- All legislative references are to the Income Tax Act.

Net income (loss) after taxes and extraordinary items from line 9999 of Schedule 125 . . . . . 47,174 A

Add:

Subtotal of additions		0	0	

Other additions:

Miscellaneous other additions:

1 Description 605	2 Amount 295

Total of column 2	296			
Subtotal of other additions	199	0	0	D
Total additions	500	0	0	

Amount A **plus** line 500 . . . . . 47,174 B

Deduct:

Capital cost allowance from Schedule 8	403	21,487		
Subtotal of deductions		21,487	21,487	

Other deductions:

Equity in income from subsidiaries or affiliates	306	47,174

Miscellaneous other deductions:

1 Description 705	2 Amount 395

Total of column 2	396			
Subtotal of other deductions	499	47,174	47,174	E
Total deductions	510	68,661	68,661	

Net income (loss) for income tax purposes (amount B **minus** line 510) . . . . . -21,487 C

Enter amount C on line 300 of the T2 return.

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Schedule 4

Corporation Loss Continuity and Application

Corporation's name	Business number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

- Use this form to determine the continuity and use of available losses; to determine a current-year non-capital loss, farm loss, restricted farm loss, or limited partnership loss; to determine the amount of restricted farm loss and limited partnership loss that can be applied in a year; and to ask for a loss carryback to previous years.
- A corporation can choose whether or not to deduct an available loss from income in a tax year. The corporation can deduct losses in any order. However, for each type of loss, deduct the oldest loss first.
- According to subsection 111(4) of the *Income Tax Act*, when control has been acquired, no amount of capital loss incurred for a tax year ending before that time is deductible in computing taxable income in a tax year ending after that time. Also, no amount of capital loss incurred in a tax year ending after that time is deductible in computing taxable income of a tax year ending before that time.
- When control has been acquired, subsection 111(5) provides for similar treatment of non-capital and farm losses, except as listed in paragraphs 111(5)(a) and (b).
- For information on these losses, see the *T2 Corporation – Income Tax Guide.*
- File one completed copy of this schedule with the T2 return, or send the schedule by itself to the tax centre where the return is filed.
- All legislative references are to the *Income Tax Act*.

Part 1 – Non-capital losses

Determination of current-year non-capital loss

Net income (loss) for income tax purposes			-21,487	A
Deduct: (increase a loss)				
Net capital losses deducted in the year (enter as a positive amount)		a		
Taxable dividends deductible under section 112 or subsections 113(1) or 138(6)		b		
Amount of Part VI.1 tax deductible under paragraph 110(1)(k)		c		
Amount deductible as prospector's and grubstaker's shares – Paragraph 110(1)(d.2)		d		
Amount of an employer for non-qualified securities under an employee stock options agreement deductible under paragraph 110(1)(e)		1d		
Subtotal (total of amounts a to 1d)		▶		B
Subtotal (amount A **minus** amount B; if positive, enter "0")			-21,487	C
Deduct: (increase a loss)				
Section 110.5 or subparagraph 115(1)(a)(vii) – Addition for foreign tax deductions				D
Subtotal (amount C **minus** amount D)			-21,487	E
Add: (decrease a loss)				
Current-year farm loss (the lesser of: the net loss from farming or fishing included in income and the non-capital loss before deducting the farm loss)				F
Current-year non-capital loss (amount E **plus** amount F; if positive, enter "0")			-21,487	G

If amount G is negative, enter it on line 110 as a positive.

Continuity of non-capital losses and request for a carryback

Non-capital loss at the end of the previous tax year		5,954,341	e		
Deduct: Non-capital loss expired (note 1)	100		f		
Non-capital losses at the beginning of the tax year (amount e **minus** amount f)	102	5,954,341	▶	5,954,341	H
Add:					
Non-capital losses transferred on an amalgamation or on the wind-up of a subsidiary (note 2) corporation	105		g		
Current-year non-capital loss (from amount G)	110	21,487	h		
Subtotal (amount g **plus** amount h)		21,487	▶	21,487	I
Subtotal (amount H **plus** amount I)				5,975,828	J

Note 1: A non-capital loss expires as follows:

- after **10** tax years if it arose in a tax year ending after March 22, 2004, and before 2006; and
- after **20** tax years if it arose in a tax year ending after 2005.

An allowable business investment loss becomes a net capital loss after **10** tax years if it arose in a tax year ending after March 22, 2004.

Note 2: Subsidiary is defined in subsection 88(1) as a taxable Canadian corporation of which 90% or more of each class of issued shares are owned by its parent corporation and the remaining shares are owned by persons that deal at arm's length with the parent corporation.

Part 1 – Non-capital losses (continued)

Deduct:

	Line	Amount		Amount	
Other adjustments (includes adjustments for an acquisition of control)	150		i		
Section 80 – Adjustments for forgiven amounts	140		j		
Subsection 111(10) – Adjustments for fuel tax rebate			j.1		
Non-capital losses of previous tax years applied in the current tax year. Enter amount k on line 331 of the T2 Return.	130		k		
Current and previous year non-capital losses applied against current-year taxable dividends subject to Part IV tax (note 3)	135		l		
Subtotal (total of amounts i to l)			▶		K
Non-capital losses before any request for a carryback (amount J **minus** amount K)				5,975,828	L

Deduct – **Request to carry back non-capital loss to:**

	Line	Amount		Amount	
First previous tax year to reduce taxable income	901		m		
Second previous tax year to reduce taxable income	902		n		
Third previous tax year to reduce taxable income	903		o		
First previous tax year to reduce taxable dividends subject to Part IV tax	911		p		
Second previous tax year to reduce taxable dividends subject to Part IV tax	912		q		
Third previous tax year to reduce taxable dividends subject to Part IV tax	913		r		
Total of requests to carry back non-capital losses to previous tax years (total of amounts m to r)			▶		M
Closing balance of non-capital losses to be carried forward to future tax years (amount L **minus** amount M)	180			5,975,828	N

Note 3: Amount l is the total of lines 330 and 335 from Schedule 3, *Dividends Received, Taxable Dividends Paid, and Part IV Tax Calculation*.

Part 2 – Capital losses

Continuity of capital losses and request for a carryback

	Line	Amount		Amount	
Capital losses at the end of the previous tax year	200		a		
Capital losses transferred on an amalgamation or on the wind-up of a subsidiary corporation	205		b		
Subtotal (amount a **plus** amount b)			▶		A
Deduct:					
Other adjustments (includes adjustments for an acquisition of control)	250		c		
Section 80 – Adjustments for forgiven amounts	240		d		
Subtotal (amount c **plus** amount d)			▶		B
Subtotal (amount A **minus** amount B)					C
Add: Current-year capital loss (from the calculation on Schedule 6, *Summary of Dispositions of Capital Property*)	210				D
Unused non-capital losses that expired in the tax year (note 4)			e		
Allowable business investment losses (ABILs) that expired as non-capital losses at the end of the previous tax year (note 5)			f		
Enter amount e or f, whichever is less	215		g		
ABILs expired as non-capital losses: line 215 **multiplied** by 2.000000	220				E
Subtotal (total of amounts C to E)					F

Note

If there has been an amalgamation or a wind–up of a subsidiary, do a separate calculation of the ABIL expired as non-capital loss for each predecessor or subsidiary corporation. Add all these amounts and enter the total on line 220 above.

Note 4: If the loss was incurred in a tax year ending after March 22, 2004, determine the amount of the loss from the 11th previous tax year and enter the part of that loss that was not used in previous years and the current year on line e.

Note 5: If the ABILs were incurred in a tax year ending after March 22, 2004, enter the amount of the ABILs from the 11th previous tax year. Enter the full amount on line f.

Part 2 – Capital losses (continued)

Deduct: Capital losses from previous tax years applied against the current-year net capital gain (note 6) . . . **225** ______ G

Capital losses before any request for a carryback (amount F **minus** amount G) ______ H

Deduct – **Request to carry back capital loss to** (note 7):

	Capital gain (100%)		Amount carried back (100%)		
First previous tax year		951		h	
Second previous tax year		952		i	
Third previous tax year		953		j	
Subtotal (total of amounts h to j)				▶	I

Closing balance of capital losses to be carried forward to future tax years (amount H **minus** amount I) **280** ______ J

Note 6: To get the net capital losses required to reduce the taxable capital gain included in the net income (loss) for the current-year tax, enter the amount from line 225 **divided** by 2 at line 332 of the T2 return.

Note 7: On line 225, 951, 952, or 953, whichever applies, enter the actual amount of the loss. When the loss is applied, divide this amount by 2. The result represents the 50% inclusion rate.

Part 3 – Farm losses

Continuity of farm losses and request for a carryback

	Line	Amount		Total	
Farm losses at the end of the previous tax year			a		
Deduct: Farm loss expired (note 8)	300		b		
Farm losses at the beginning of the tax year (amount a **minus** amount b)	302		▶		A
Add:					
Farm losses transferred on an amalgamation or on the wind–up of a subsidiary corporation	305		c		
Current-year farm loss (amount F in Part 1)	310		d		
Subtotal (amount c **plus** amount d)			▶		B
Subtotal (amount A **plus** amount B)					C
Deduct:					
Other adjustments (includes adjustments for an acquisition of control)	350		e		
Section 80 – Adjustments for forgiven amounts	340		f		
Farm losses of previous tax years applied in the current tax year Enter amount g on line 334 of the T2 Return.	330		g		
Current and previous year farm losses applied against current-year taxable dividends subject to Part IV tax (note 9)	335		h		
Subtotal (total of amounts e to h)			▶		D
Farm losses before any request for a carryback (amount C **minus** amount D)					E
Deduct – **Request to carry back farm loss to:**					
First previous tax year to reduce taxable income	921		i		
Second previous tax year to reduce taxable income	922		j		
Third previous tax year to reduce taxable income	923		k		
First previous tax year to reduce taxable dividends subject to Part IV tax	931		l		
Second previous tax year to reduce taxable dividends subject to Part IV tax	932		m		
Third previous tax year to reduce taxable dividends subject to Part IV tax	933		n		
Subtotal (total of amounts i to n)			▶		F
Closing balance of farm losses to be carried forward to future tax years (amount E **minus** amount F)	380				G

Note 8: A farm loss expires as follows:
- after **10** tax years if it arose in a tax year ending before 2006; and
- after **20** tax years if it arose in a tax year ending after 2005.

Note 9: Amount h is the total of lines 340 and 345 from Schedule 3.

Part 4 – Restricted farm losses

Current-year restricted farm loss

Total losses for the year from farming business			**485**	A
Minus the deductible farm loss:				
(amount A above ______ – $2,500) **divided** by 2 = ______ a				
Amount a or $ 15,000 (note 10), whichever is less		b		
	2,500	c		
Subtotal (amount b **plus** amount c)	2,500	▶	2,500	B
Current-year restricted farm loss (amount A **minus** amount B)				C

Continuity of restricted farm losses and request for a carryback

Restricted farm losses at the end of the previous tax year			d		
Deduct: Restricted farm loss expired (note 11)	400		e		
Restricted farm losses at the beginning of the tax year (amount d **minus** amount e)	402		▶		D
Add:					
Restricted farm losses transferred on an amalgamation or on the wind-up of a subsidiary corporation	405		f		
Current-year restricted farm loss (from amount C)	410		g		
Enter amount g on line 233 of Schedule 1, *Net Income (Loss) for Income Tax Purposes*.					
Subtotal (amount f **plus** amount g)			▶		E
Subtotal (amount D **plus** amount E)					F
Deduct:					
Restricted farm losses from previous tax years applied against current farming income	430		h		
Enter amount h on line 333 of the T2 return.					
Section 80 – Adjustments for forgiven amounts	440		i		
Other adjustments	450		j		
Subtotal (total of amounts h to j)			▶		G
Restricted farm losses before any request for a carryback (amount F **minus** amount G)					H
Deduct – Request to carry back restricted farm loss to:					
First previous tax year to reduce farming income	941		k		
Second previous tax year to reduce farming income	942		l		
Third previous tax year to reduce farming income	943		m		
Subtotal (total of amounts k to m)			▶		I
Closing balance of restricted farm losses to be carried forward to future tax years (amount H **minus** amount I)				480	J

Note

The total losses for the year from all farming businesses are calculated without including scientific research expenses.

Note 10: For tax years that end before March 21, 2013, use $6,250 instead of $15,000.

Note 11: A restricted farm loss expires as follows:
- after **10** tax years if it arose in a tax year ending before 2006; and
- after **20** tax years if it arose in a tax year ending after 2005.

Part 5 – Listed personal property losses

Continuity of listed personal property loss and request for a carryback

Listed personal property losses at the end of the previous tax year			a		
Deduct: Listed personal property loss expired after 7 tax years	500		b		
Listed personal property losses at the beginning of the tax year (amount a **minus** amount b)	502		▶		A
Add: Current-year listed personal property loss (from Schedule 6)			510		B
Subtotal (amount A **plus** amount B)					C
Deduct:					
Listed personal property losses from previous tax years applied against listed personal property gains	530		c		
Enter amount c on line 655 of Schedule 6.					
Other adjustments	550		d		
Subtotal (amount c **plus** amount d)			▶		D
Listed personal property losses remaining before any request for a carryback (amount C **minus** amount D)					E
Deduct – **Request to carry back listed personal property loss to:**					
First previous tax year to reduce listed personal property gains	961		e		
Second previous tax year to reduce listed personal property gains	962		f		
Third previous tax year to reduce listed personal property gains	963		g		
Subtotal (total of amounts e to g)			▶		F
Closing balance of listed personal property losses to be carried forward to future tax years (amount E **minus** amount F)			580		G

Part 7 – Limited partnership losses

Current-year limited partnership losses

	1	2	3	4	5	6	7
	Partnership account number	Tax year ending yyyy/mm/dd	Corporation's share of limited partnership loss	Corporation's at-risk amount	Total of corporation's share of partnership investment tax credit, farming losses, and resource expenses	Column 4 **minus** column 5 (if negative, enter "0")	Current -year limited partnership losses (column 3 **minus** column 6)
	600	602	604	606	608		620
1.							

Total (enter this amount on line 222 of Schedule 1)

Limited partnership losses from previous tax years that may be applied in the current year

	1	2	3	4	5	6	7
	Partnership account number	Tax year ending yyyy/mm/dd	Limited partnership losses at the end of the previous tax year and amounts transferred on an amalgamation or on the wind-up of a subsidiary	Corporation's at-risk amount	Total of corporation's share of partnership investment tax credit, business or property losses, and resource expenses	Column 4 **minus** column 5 (if negative, enter "0")	Limited partnership losses that may be applied in the year (the lesser of columns 3 and 6)
	630	632	634	636	638		650
1.							

Continuity of limited partnership losses that can be carried forward to future tax years

	1	2	3	4	5	6
	Partnership account number	Limited partnership losses at the end of the previous tax year	Limited partnership losses transferred in the year on an amalgamation or on the wind-up of a subsidiary	Current-year limited partnership losses (from line 620)	Limited partnership losses applied in the current year (must be equal to or less than line 650)	Current year limited partnership losses closing balance to be carried forward to future years (column 2 **plus** column 3 **plus** column 4 **minus** column 5)
	660	662	664	670	675	680
1.						

Total (enter this amount on line 335 of the T2 return)

Note

If you need more space, you can attach more schedules.

Part 8 – Election under paragraph 88(1.1)(f)

If you are making an election under paragraph 88(1.1)(f), check the box . . . . **190** Yes ☐

In the case of the wind-up of a subsidiary, if the election is made, the non-capital loss, restricted farm loss, farm loss, or limited partnership loss of the subsidiary—that otherwise would become the loss of the parent corporation for a particular tax year starting after the wind–up began—will be considered as the loss of the parent corporation for its immediately preceding tax year and not for the particular year.

Note

This election is only applicable for wind-ups under subsection 88(1) that are reported on Schedule 24, *First-Time Filer after Incorporation, Amalgamation, or Winding-up of a Subsidiary into a Parent*.

Non-Capital Loss Continuity Workchart

Part 6 – Analysis of balance of losses by year of origin

Non-capital losses

Year of origin	Balance at beginning of year	Loss incurred in current year	Adjustments and transfers	Loss carried back Parts I & IV	Applied to reduce		Balance at end of year
					Taxable income	Part IV tax	
Current	N/A	21,487			N/A		21,487
1st preceding taxation year 2018-12-31	4,107,052	N/A		N/A			4,107,052
2nd preceding taxation year 2017-12-31	1,847,289	N/A		N/A			1,847,289
3rd preceding taxation year 2016-12-31		N/A		N/A			
4th preceding taxation year 2015-12-31		N/A		N/A			
5th preceding taxation year 2014-12-31		N/A		N/A			
6th preceding taxation year		N/A		N/A			
7th preceding taxation year		N/A		N/A			
8th preceding taxation year		N/A		N/A			
9th preceding taxation year		N/A		N/A			
10th preceding taxation year		N/A		N/A			
11th preceding taxation year		N/A		N/A			
12th preceding taxation year		N/A		N/A			
13th preceding taxation year		N/A		N/A			
14th preceding taxation year		N/A		N/A			
15th preceding taxation year		N/A		N/A			
16th preceding taxation year		N/A		N/A			
17th preceding taxation year		N/A		N/A			
18th preceding taxation year		N/A		N/A			
19th preceding taxation year		N/A		N/A			
20th preceding taxation year		N/A		N/A			*
Total	5,954,341	21,487					5,975,828

* **This balance expires this year and will not be available next year.**

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Schedule 8

Capital Cost Allowance (CCA)

Corporation's name	Business number	Tax year-end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

For more information, see the section called "Capital Cost Allowance" in the T2 Corporation Income Tax Guide.

Is the corporation electing under Regulation 1101(5q)? **101** Yes [ ] No [X]

	1 Class number * See note 1 200	Description	2 Undepreciated capital cost (UCC) at the beginning of the year 201	3 Cost of acquisitions during the year (new property must be available for use) See note 2 203	4 Cost of acquisitions from column 3 that are accelerated investment incentive properties (AIIP) See note 3 225	5 Adjustments and transfers See note 4 205	6 Amount from column 5 that is assistance received or receivable during the year for a property, subsequent to its disposition See note 5 221	7 Amount from column 5 that is repaid during the year for a property, subsequent to its disposition See note 6 222	8 Proceeds of dispositions See note 7 207	For tax years ending before November 21, 2018: 50% rule (1/2 of net acquisitions) 211
1.	8	Furnitures and fixtures	106,398						0	
2.	50	Computer hardware	377						0	
3.	13	Leasehold improvements	245,468						0	
		Totals	352,243							

	1 Class number * See note 1 200	Des-crip-tion	9 UCC (column 2 **plus** column 3 **plus** or **minus** column 5 **minus** column 8) See note 8	10 Proceeds of disposition available to reduce the UCC of AIIP (column 8 **plus** column 6 **minus** column 3 **plus** column 4 **minus** column 7) (if negative, enter "0")	11 Net capital cost additions of AIIP acquired during the year (column 4 **minus** column 10) (if negative, enter "0")	12 UCC adjustment for AIIP acquired during the year (column 11 **multiplied** by the relevant factor) See note 9	13 UCC adjustment for non-AIIP acquired during the year (0.5 **multiplied** by the result of column 3 **minus** column 4 **minus** column 6 **plus** column 7 **minus** column 8) (if negative, enter "0") See note 10 224	14 CCA rate % See note 11 212	15 Recapture of CCA See note 12 213	16 Terminal loss See note 13 215	17 CCA (for declining balance method, the result of column 9 **plus** column 12 **minus** column 13, **multiplied** by column 14 or a lower amount) See note 14 217	18 UCC at the end of the year (column 9 **minus** column 17) 220
1.	8	Furnitu	106,398					20	0	0	21,280	85,118
2.	50	Compu	377					55	0	0	207	170
3.	13	Leaseh	245,468					NA	0	0		245,468
		Totals	352,243								21,487	330,756

Enter the total of column 15 on line 107 of Schedule 1.
Enter the total of column 16 on line 404 of Schedule 1.
Enter the total of column 17 on line 403 of Schedule 1.

Attachment 3

Note 1. If a class number has not been provided in Schedule II of the Income Tax Regulations for a particular class of property, use the subsection provided in Regulation 1101. Class numbers followed by a letter indicate the basic rate of the class taking into account the additional deduction allowed. Class 1a: 4% + 6% = 10% (class 1 to 10%), class 1b: 4% + 2% = 6% (class 1 to 6%).

Note 2. Include any property acquired in previous years that has now become available for use. This property would have been previously excluded from column 3. List separately any acquisitions of property in the class that are not subject to the 50% rule. See Income Tax Folio S3-F4-C1, General Discussion of Capital Cost Allowance, for exceptions to the 50% rule.

Note 3. An accelerated investment incentive property (AIIP) is a property (other than property included in Class 54 or 55) that you acquired after November 20, 2018 and became available for use before 2028. See the T2 Corporation Income Tax Guide for more information. Classes 54 and 55 include property that is a zero-emission vehicle you acquired after March 18, 2019 and became available for use before 2028.

Note 4. Enter in column 5, "Adjustments and transfers", amounts that increase or reduce the undepreciated capital cost (column 9). Items that increase the undepreciated capital cost include amounts transferred under section 85, or transferred on amalgamation or winding-up of a subsidiary. Items that reduce the undepreciated capital cost (show amounts that reduce the undepreciated capital cost in brackets) include government assistance received or entitled to be received in the year, or a reduction of capital cost after the application of section 80. See the T2 Corporation Income Tax Guide for other examples of adjustments and transfers to include in column 5.

Note 5. Include all amounts of assistance you received (or were entitled to receive) after the disposition of a depreciable property that would have decreased the capital cost of the property by virtue of paragraph 13(7.1)(f) if received before the disposition.

Note 6. Include all amounts you have repaid during the year with respect to any legally required repayment, made after the disposition of a corresponding property, of:

- assistance that would have otherwise increased the capital cost of the property under paragraph 13(7.1)(d); and
- an inducement, assistance or any other amount contemplated in paragraph 12(1)(x) received, that otherwise would have increased the capital cost of the property under paragraph 13(7.4)(b).

Also include the UCC of each property of a prescribed class acquired in the course of a corporate reorganization described under paragraph 55(3)(b) of the Act (also known as "butterfly reorganization") or in a non-arm's length transaction (other than by virtue of a right referred to in paragraph 251(5)(b) of the Act) if the property was a depreciable property acquired by the transferor less than 364 days before the end of your tax year.

Note 7. For each property disposed of during the year, deduct from the proceeds of disposition any outlays and expenses to the extent that they were made or incurred for the purpose of making the disposition(s). The amount reported in respect of the property cannot exceed the property's capital cost, unless that property is a timber resource property as defined in subsection 13(21).

Note 8. If the amount in column 5 reduces the undepreciated capital cost (i.e. it is shown in brackets), you must subtract it for the purposes of the calculation. Otherwise, add the amount in column 5 for the purposes of the calculation.

Note 9. The relevant factors for AIIP of a class in Schedule II and for property included in classes 54 and 55, available for use before 2024, are:

- 2 1/3 for property in Classes 43.1 and 54;
- 1 1/2 for property in Class 55;
- 1 for property in Classes 43.2 and 53;
- 0 for property in Classes 12, 13, 14, and 15, as well as properties that are Canadian vessels included in paragraph 1100(1)(v) of the Regulations (see note 14 for additional information); and
- 0.5 for all other property that is AIIP.

Note 10. The UCC adjustment for non-AIIP acquired during the year (formerly known as the half-year rule or 50% rule) does not apply to certain property (including AIIP). For special rules and exceptions, see Income Tax Folio S3-F4-C1, General Discussion of Capital Cost Allowance.

Note 11. Enter a rate only if you are using the declining balance method. For any other method (for example the straight-line method, where calculations are always based on the cost of acquisitions), enter N/A. Then enter the amount you are claiming in column 17.

Note 12. If the amount in column 9 is negative, you have a recapture of CCA. If applicable, enter the negative amount from column 9 in column 15 as a positive. The recapture rules do not apply to passenger vehicles in Class 10.1.

Note 13. If no property is left in the class at the end of the tax year and there is still a positive amount in the column 9, you have a terminal loss. If applicable, enter the positive amount from column 9 in column 16. The terminal loss rules do not apply to:

- passenger vehicles in Class 10.1;
- property in Class 14.1, unless you have ceased carrying on the business to which it relates; or
- limited-period franchises, concessions, or licences in Class 14 if, at the time of acquisition, the property was a former property of the transferor or any similar property attributable to the same fixed place of business, and you had jointly elected with the transferor to have the replacement property rules apply.

Note 14. If the tax year is shorter than 365 days, prorate the CCA claim. Some classes of property do not have to be prorated. See the T2 Corporation Income Tax Guide for more information. For property in class 10.1 disposed of during the year, deduct a maximum of 50% of the regular CCA deduction if you owned the property at the beginning of the tax year. For AIIP listed below, the maximum first year allowance you can claim is determined as follows:

- Class 13: the lesser of 150% of the amount calculated in Schedule III of the Regulations and the UCC at the end of the tax year (before any CCA deduction).
- Class 14: the lesser of 150% of the allocation for the year of the capital cost of the property apportioned over the remaining life of the property (at the time the cost was incurred) and the UCC at the end of the tax year (before any CCA deduction).
- Class 15: the lesser of 150% of an amount computed on the basis of a rate per cord, board foot or cubic metre cut in the tax year and the UCC at the end of the tax year (before any CCA deduction).
- Canadian vessels described under paragraph 1100(1)(v) of the Regulations: the lesser of 50% of the capital cost of the property and the UCC at the end of the tax year (before any CCA deduction).
- Class 41.2: use a 25% CCA rate. The additional allowance under paragraph 1100(1)(y.2)(for single mine properties) and 1100(1)(ya.2)(for multiple mine properties) of the Regulations is not eligible for the accelerated investment incentive. The additional allowance in respect of natural gas liquefaction under paragraph 1100(1)(yb) of the Regulations is eligible for the accelerated investment incentive.
- Property (other than a timber resource property) that is a timber limit or a right to cut timber from a limit: 150% of the amount determined by first subtracting the total of the residual value of the timber limit and all amounts you expended for the 1949 or later tax years for surveys, cruises or preparation of prints, maps or plans for the purpose of obtaining a licence or right to cut timber from the capital cost of the limit or right, and then dividing the result by the quantity of timber in the limit or the quantity of timber you have the right to cut.
- Industrial mineral mine or a right to remove industrial minerals from an industrial mineral mine: 150% of the amount determined by first subtracting the residual value, if any, of the mine or right from the capital cost of the mine or right, and then dividing the result by the number of units of commercially mineable material estimated to be in the mine when the mine or right was acquired (alternatively, if you have acquired a right to remove only a specified number of units, that number of units that you acquired a right to remove).

Attachment 3

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SCHEDULE 9

RELATED AND ASSOCIATED CORPORATIONS

Name of corporation	Business Number	Tax year end Year Month Day
EfficiencyOne	80494 7976 RC0001	2019-12-31

- Complete this schedule if the corporation is related to or associated with at least one other corporation.
- For more information, see the *T2 Corporation Income Tax Guide*.

	Name 100	Country of residence (other than Canada) 200	Business number (see note 1) 300	Relationship code (see note 2) 400	Number of common shares you own 500	% of common shares you own 550	Number of preferred shares you own 600	% of preferred shares you own 650	Book value of capital stock 700
1.	EfficiencyOne Services Inc.		79374 0721 RC0001	2	10	100.000			10

Note 1: Enter "NR" if the corporation is not registered or does not have a business number.

Note 2: Enter the code number of the relationship that applies from the following order: 1 - Parent 2 - Subsidiary 3 - Associated 4 - Related but not associated

Corporate Taxpayer Summary

Corporate information

Corporation's name . . . . EfficiencyOne

Taxation Year . . . . 2019-01-01 to 2019-12-31

Jurisdiction . . . . Nova Scotia

BC	AB	SK	MB	ON	QC	NB	NS	NO	PE	NL	XO	YT	NT	NU	OC
☐	☐	☐	☐	☐	☐	☐	X	☐	☐	☐	☐	☐	☐	☐	☐

Corporation is associated . . . . Y

Corporation is related . . . . Y

Number of associated corporations . . . 1

Type of corporation . . . . Other Corporation

Total amount due (refund) federal and provincial* . . . .

* The amounts displayed on lines "Total amount due (refund) federal and provincial" are all listed in the help. Press F1 to consult the context-sensative help.

Summary of federal information

Net income		-21,487
Taxable income		
Donations		
Calculation of income from an active business carried on in Canada		
Dividends paid		
Dividends paid – Regular		
Dividends paid – Eligible		
Balance of the low rate income pool at the end of the previous year		
Balance of the low rate income pool at the end of the year		
Balance of the general rate income pool at the end of the previous year		
Balance of the general rate income pool at the end of the year		
Part I tax (base amount)		

Summary of federal carryforward/carryback information

Carryforward balances

Non-capital losses 5,975,828

Summary of provincial information – provincial income tax payable

	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick
% Allocation			100.00	
Attributed taxable income				
Tax payable before deduction				
Deductions and credits				
Tax payable or refundable credit				
Attributed taxable capital				
Capital tax payable				
Instalments and refundable credits	N/A			
Balance due/Refund (-)*				

* Only applies in the case of bank, a loan corporation or a trust corporation.

Summary – taxable capital

Federal

Corporate name	Taxable capital used to calculate the business limit reduction (T2, line 415)	Taxable capital used to calculate the SR&ED expenditure limit for a CCPC (Schedules 31 and 49)	Taxable capital used to calculate line 233 of the T2 return	Taxable capital used to calculate line 234 of the T2 return
EfficiencyOne			165,662	165,662
EfficiencyOne Services Inc.	115,080		162,254	162,254
Total	115,080		327,916	327,916

Québec

Corporate name	Paid-up capital used to calculate the Québec business limit reduction (CO-771) and to calculate the additional deduction for transportation costs of remote manufacturing SMEs (CO-156.TR)	Paid-up capital used to calculate the tax credit for investment (CO-1029.8.36.IN) and to determine the applicability of Form CO-1029.8.33.TE	Paid-up capital used to calculate the $1 million deduction (CO-1137.A and CO-1137.E)	Paid-up capital used to determine the applicability of Form CO-737.SI
Total				

Ontario

Corporate name	Specified capital used to calculate the expenditure limit – Ontario innovation tax credit (Schedule 566)
Total	

Other provinces

Corporate name	Capital used to calculate the Newfoundland and Labrador capital deduction on financial institutions (Schedule 306)
Total	

Five-Year Comparative Summary

Federal information (T2)

	Current year	1st prior year	2nd prior year	3rd prior year	4th prior year
Taxation year end	**2019-12-31**	**2018-12-31**	**2017-12-31**	**2016-12-31**	**2015-12-31**
Net income	-21,487	-4,107,052	-1,847,289	570,313	5,988,694
Taxable income					
Active business income				570,313	5,988,694
Dividends paid					
Dividends paid – Regular					
Dividends paid – Eligible					
LRIP – end of the previous year					
LRIP – end of the year					
GRIP – end of the previous year					
GRIP – end of the year					
Donations					
Balance due/refund (-)					
Line 996 – Amended tax return	☐	☐	☐	☐	☐

Loss carrybacks requested in prior years to reduce taxable income

Taxation year end	**2019-12-31**	**2018-12-31**	**2017-12-31**	**2016-12-31**	**2015-12-31**
Taxable income before loss carrybacks	N/A	N/A			
Non-capital losses	N/A	N/A			
Net capital losses (50%)	N/A	N/A			
Restricted farm losses	N/A	N/A			
Farm losses	N/A	N/A			
Listed personal property losses (50%)	N/A	N/A			
Total loss carried back to prior years	N/A	N/A			
Adjusted taxable income after loss carrybacks	N/A	N/A			

Losses in the current year carried back to previous years to reduce taxable income (according to Schedule 4)

Taxation year end	**2019-12-31**	**2018-12-31**	**2017-12-31**	**2016-12-31**	**2015-12-31**
Adjusted taxable income before current year loss carrybacks*	N/A				N/A
Non-capital losses	N/A				N/A
Net capital losses (50%)	N/A				N/A
Restricted farm losses	N/A				N/A
Farm losses	N/A				N/A
Listed personal property losses (50%)	N/A				N/A
Total current year losses carried back to prior years	N/A				N/A
Adjusted taxable income after loss carrybacks	N/A				N/A

* The adjusted taxable income before current year loss carryback takes into account loss carrybacks that were made in prior taxation years.

Loss carrybacks requested in prior years to reduce taxable dividends subject to Part IV tax

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
Adjusted Part IV tax multiplied by the multiplication factor**, before loss carrybacks	N/A	N/A			
Non-capital losses	N/A	N/A			
Farm losses	N/A	N/A			
Total loss carried back to prior years	N/A	N/A			
Adjusted Part IV tax multiplied by the multiplication factor**, after loss carrybacks	N/A	N/A			

Losses in the current year carried back to previous years to reduce taxable dividends subject to Part IV tax (according to Schedule 4)

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
Adjusted Part IV tax multiplied by the multiplication factor**, before current-year loss carrybacks***	N/A				N/A
Non-capital losses	N/A				N/A
Farm losses	N/A				N/A
Total current year losses carried back to prior years	N/A				N/A
Adjusted Part IV tax multiplied by the multiplication factor**, after loss carrybacks	N/A				N/A

** The multiplication factor is 3 for dividends received before January 1, 2016, and 100 / 38 1/3 for dividends received after December 31, 2015.

*** The adjusted Part IV tax multiplied by the multiplication factor before current-year loss carrybacks takes into account loss carrybacks that were made in prior taxation years. This amount is multiplied by the multiplication factor to help you determine the loss amount that must be used to reduce Part IV tax payable to zero.

Federal taxes

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
Part I					
Part IV					
Part III.1					
Other*					

* The amounts displayed on lines "Other" are all listed in the help. Press F1 to consult the context-sensative help.

Credits against part I tax

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
Small business deduction					
M&P deduction					
Foreign tax credit					
Investment tax credit					
Abatement/other*					

* The amounts displayed on lines "Other" are all listed in the help. Press F1 to consult the context-sensative help.

Refunds/credits

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
ITC refund					
Dividend refund					
– Eligible dividends					
– Non-eligible dividends					
Instalments					
Other*					

* The amounts displayed on lines "Other" are all listed in the help. Press F1 to consult the context-sensative help.

Nova Scotia

Taxation year end	2019-12-31	2018-12-31	2017-12-31	2016-12-31	2015-12-31
% Allocation	100.00	100.00	100.00	100.00	100.00
Attributed taxable income					
Tax payable before deduction					
Deductions/credits					
Net tax payable					
Taxable capital					
Capital tax payable					
Instalments and refundable credits					
Capital tax balance due/refund*					

* Only applies in the case of bank, a loan corporation or a trust corporation.

Attached Notes – Summary

Name of the cell GIFI code 8232 – Amount – Income/loss of subsidiaries/affiliate | Form Sch. 8299 - Revenue

Income from Subsidiary - From OTH.1

fgdickinson - 2020-02-07 | Keep this note when rolling forward the file X

Name of the cell GIFI code 1480 – Other current assets | Form Sch. 1599 - Current assets

HST receivable

kcameron - 2018-02-14 | Keep this note when rolling forward the file X

Name of the cell GIFI code 2300 – Long-term investments | Form Sch. 2589 - Long-term assets

Investment in E1S

kcameron - 2018-02-14 | Keep this note when rolling forward the file X

Name of the cell GIFI code 2960 – Other current liabilities | Form Sch. 3139 - Current liabilities

HST payable

kcameron - 2018-02-14 | Keep this note when rolling forward the file X

Name of the cell GIFI code 8521 – Amount – Advertising | Form Sch. 9367 - Operating expenses

Marketing, Outreach, Education & Research

fgdickinson - 2020-02-07 | Keep this note when rolling forward the file X

Attachment 3

☐ Name of the cell GIFI code 8810 – Amount – Office expenses Form Sch. 9367 - Operating expenses

Office & Insurance

fgdickinson - 2020-02-07 Keep this note when rolling forward the file ☐

☐ Name of the cell GIFI code 9150 – Amount – Computer-related expenses Form Sch. 9367 - Operating expenses

Information Technology

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EFFICIENCYONE SERVICES

FINANCIAL STATEMENTS

FOR THE YEAR ENDED
DECEMBER 31, 2019

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DECEMBER 31, 2019

bakertilly

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INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

To the Board of Directors of:
EfficiencyOne Services Inc.

We have reviewed the accompanying financial statements of **EfficiencyOne Services Inc.** that comprise the balance sheet as at December 31, 2019 and the statements of earnings and retained earnings and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for 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.

Practitioners' Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioners perform procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of **EfficiencyOne Services Inc.** as at December 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for private enterprises.

Baker Tilly Nova Scotia Inc

Dartmouth, Nova Scotia
February 12, 2020

Chartered Professional Accountants
Licensed Public Accountants

[redacted]

[redacted]

[redacted]

[redacted]

[redacted]

[redacted]

[redacted]