

**BRANDON UNIVERSITY
RETIREMENT PLAN**

ANNUAL REPORT - 2011

Incorporating the Annual Financial Statements



**BRANDON
UNIVERSITY**

Founded 1899

June 2012

Dear Member:

Enclosed is a detailed report on the operation of the Brandon University Retirement Plan this past year. Its purpose is to provide general information to the membership, particularly with regard to the financial operation and performance of the Plan. Full audited financial statements for the year ended December 31, 2011 are included in this report.

The Plan, under the guidance of Connor, Clark & Lunn Investment Management Ltd., had a rate of return of -1.2% in 2011 (11.2% in 2010). The December 31, 2011 Brandon University Retirement Plan valuation completed by the Plan actuary, Eckler Ltd. determined that the Plan had a solvency deficiency of Plan assets over calculated Plan obligations (liabilities) of \$29,134,000. The solvency ratio is 0.703. In January 2009, Brandon University filed an election to be exempt from the requirement to make solvency deficiency special payments in accordance with the University Pension Plans Exemption Regulation. As a result of the election, the University is not required to make special payments into the Plan related to the solvency deficiency.

The Going-Concern funding method for December 31, 2011 shows an unfunded liability of \$38,623,000. The University is required to make special payments to fund this unfunded liability over a 15 year amortization period. The annual cost of this special payment for 2012 is \$3,783,000 (\$3,326,624 in 2011). A "Going-Concern Valuation" assumes Brandon University will continue to operate and the Retirement Plan will continue to operate and pension benefit obligations will come due through member retirement, termination of employment or death.

The deterioration of the financial position of the Plan is mainly due to investment returns less than expected based on a smoothed asset valuation method, a reduction in the valuation interest rate, and increased life expectancies of Plan members. The additional unfunded liability special payments made by the employer is required to offset these factors.

Since the solvency ratio of the plan is less than 0.90, the Pension Benefits Act of Manitoba requires that the next valuation be performed no later than December 31, 2012.

The Board of Trustees of the Retirement Plan welcomes any comments or questions from all members.

Sincerely,

Dr. W. Paton, B.Sc., M.Sc., Ph.D
Chair, Board of Trustees
Brandon University Retirement Plan

Mr. Scott J. B. Lamont, FCGA, MBA
Vice-President (Administration & Finance)
Brandon University

BRANDON UNIVERSITY RETIREMENT PLAN

Annual Report for the year ended December 31, 2011

Members of the Board of Trustees (as of December 31, 2011):

Bill Paton	BUFA
Alan Levy	BUFA
Vacant	MGEU
Eric Raine	MGEU
Ian Smith	IUOE "A"
John Carter-Squire	IUOE "D"
Barbara Smith	Exempt Staff
Maurice Koschinsky	Board of Governors
Patrick Carrabre	Board of Governors
John Rice	Pensioners

Consultant/Actuary	Eckler Ltd.
Investment Manager	Connor, Clark & Lunn Investment Management Ltd.
Investment Sector Managers	CC&L Canadian Q 120/20 Fund (Canadian Equities) SRA Canadian Equity Fund PCJ Canadian Equity Fund New Star EAFE Fund CC&L USA Equities Fund CC&L Bond Fund
Custodian	CIBC Mellon Global Securities Services Company
Plan Administrator	Board of Trustees of the Brandon University Retirement Plan

General Information

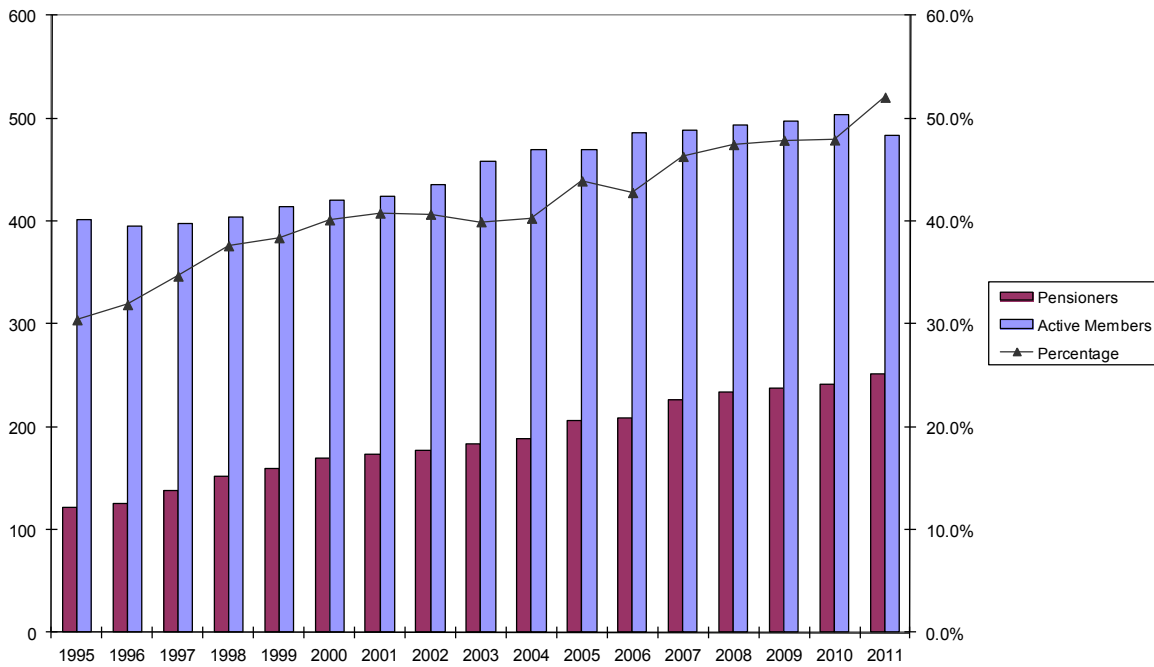
- a) The Brandon University Retirement Plan is a final average, defined benefit plan, which provides a benefit to all eligible employees of Brandon University upon retirement, termination or death. The Plan is administered by the Board of Trustees of the Brandon University Retirement Plan. A full description of the Plan is contained in the official Plan document and is available on the Brandon University website or from the Human Resources Office.
- b) The Plan is funded entirely by contributions from Plan members and the University, as well as the income from investments. Net assets in the plan, at market value, at December 31 were:

2011	\$109.5 million
2010	\$108.8 million
2009	\$98.7 million
2008	85.8 million
2007	103.9 million

- c) Similar to many other maturing pension plans in Canada, the number of pensioners is increasing relative to the number of active contributing members of the Plan. Over the past ten years, the number of pensioners has increased from 41% of the active members to 52% in 2011. Brandon University Retirement Plan membership at December 31:

	2011	2010
Active members	484	503
Pensioners	252	241
Deferred, inactive and Pending Election	68	60

Pensioners as a Percentage of Active Members



An impact of increasing numbers of pensioners relative to active contributing members is the increasing need for investment income of the Plan to fund future income requirements. By 2001, the cost of pensions paid out was 106% of what was being contributed annually by the Plan Members and the University. Although the annual ratio has varied over the past ten years, significant increases in regular contributions by both the Plan members and the University has kept the ratio of pensions paid to regular contributions collected at 105%. In addition, the University is making unfunded liability special payments to make up the shortfall calculated by the Plan actuaries.

Plan member transactions:

	2011	2010
Member and University regular contributions to the Plan	\$4,935,902	\$4,864,598
Unfunded liability special payments to the plan	3,326,624	0
Transfers from other plans	0	127,332
Pensions paid to retired members	4,658,813	4,494,014
Death benefits and refund settlements due to terminations	1,048,162	885,143

- d) The Brandon University Retirement Plan is subject to a periodic valuation by an independent actuary to determine whether the Plan assets and contribution levels are adequate to provide future benefits. The Pension Benefits Act of Manitoba requires that such a study be done at least every three years as long as the solvency ratio of the Plan is greater than 0.90. The most recent valuation was performed by Eckler Ltd. as at December 31, 2011. Using the solvency valuation method, the Plan had a deficiency of assets over actuarial (calculated) liabilities of \$29,134,000. Using the going-concern or aggregate method, the Plan had an unfunded liability of \$38,623,000.

The University is required to make special payments to fund this unfunded liability over a 15 year amortization period. The annual cost of this special payment for 2012 is \$3,783,000 (\$3,326,624 in 2011). No additional special payments are required to be made for the solvency deficiency because the University is exempted under the University Pension Plans Exemption Regulation.

However, since the solvency ratio of the plan is less than 0.90, the Pension Benefits Act of Manitoba requires that the next valuation be performed no later than December 31, 2012.

- e) Prior to a Plan amendment in 2011, if the net investment return on the fund, as determined by the Actuary using smoothed asset values, exceeded 6.0% per annum, each pensioner who was receiving a pension at the end of the year, was entitled to receive an increase in that pension effective from July 1 in the following calendar year.

Based on the amended provisions of the Plan, if the average net investment return on the Fund during the last four years exceeds 6.0% per annum, each pensioner who was receiving a pension at the end of that year, is entitled to receive an increase in that pension effective from July 1 in the following calendar year. The details of this entitlement are recorded in article 7.3 of the Brandon University Retirement Plan document, as amended June 30, 2011. The result of this calculation over the past 10 years is as follows.

Brandon University						
Historical Increases (Article 7.3 - Supplementary Pension)						
Brandon University Pension Increases - Pre 2011 amendment						
	(1)	(2)	(3)	(4)	(5)	
Year	Gross Actuarial Return	Net Actuarial Return	Excess of Net over 6%	Increase in CPI	Actual COLA given	Effective Date of COLA Increase
2001	4.81%	4.30%	Nil	0.70%	Nil	1 July 2002
2002	-3.75%	-4.19%	Nil	3.90%	Nil	1 July 2003
2003	7.73%	7.25%	1.25%	2.00%	1.30%	1 July 2004
2004	2.42%	1.87%	Nil	2.10%	Nil	1 July 2005
2005	6.70%	6.20%	0.20%	2.20%	0.20%	1 July 2006
2006	16.80%	16.30%	10.30%	1.60%	1.60%	1 July 2007
2007	9.20%	8.68%	2.68%	2.40%	2.40%	1 July 2008
2008	-11.42%	-11.85%	Nil	1.20%	Nil	1 July 2009
2009	16.71%	16.15%	10.15%	1.30%	1.30%	1 July 2010
2010	3.73%	3.23%	Nil	2.40%	Nil	1 July 2011
Brandon University Pension Increases - Post 2011 amendment						
	(1)	(2)	(3)	(4)	(5)	
Year	Net Investment Return (market)	Four-year Geometric Average Return	Excess of Average return over 6%	Increase in CPI	Actual COLA given	Effective Date of COLA Increase
2008	-16.91%					
2009	16.20%					
2010	10.62%					
2011	-1.63%	1.24%	Nil	2.30%	Nil	1 July 2012
COLA = lower of columns (3) or (4)						

Investment Management Objectives

The current investment manager, Connor, Clark & Lunn, Investment Management Ltd. (CC&L), was appointed December 30, 1994. Since that time the plan investment management has been diversified by making use of several investment sector specialists within the family of companies working with CC&L, under the general management of CC&L.

The Investment Manager operates with the general objective to maximize long-term total returns while protecting the capital value of the fund. The Manager seeks to attain an average rate of return of 3% over the CPI increase for the same period. Secondary objectives are to generate returns in excess of the return of the Benchmark Fund over rolling four-year periods and to perform in the top third of investment managers as measured by a nationally recognized service. RBC Dexia Benchmark Investment Analytics (BIA) was used as the measurement service for this report.

The Brandon University Retirement Plan investment performance (-1.2%) did not meet the objective of CPI plus 3% (5.3%) for 2011 nor for the four year rolling average ending in 2011 (BU Plan was 2.5% vs. 4.8%). The Plan did not meet the rolling four year average benchmark return (BU Plan 2.5% vs. Benchmark 2.6%). Although the top third of managers is not reported by BIA, the BU Plan annual return (-1.2%) was lower than the median (.72%) and lower than the top 25% (1.9%) of balanced fund investment managers in 2011. The BU Plan four year rolling average return (2.5%) was higher than the median (2.4%) but lower than the top 25% (3.5%) of balanced fund investment managers.

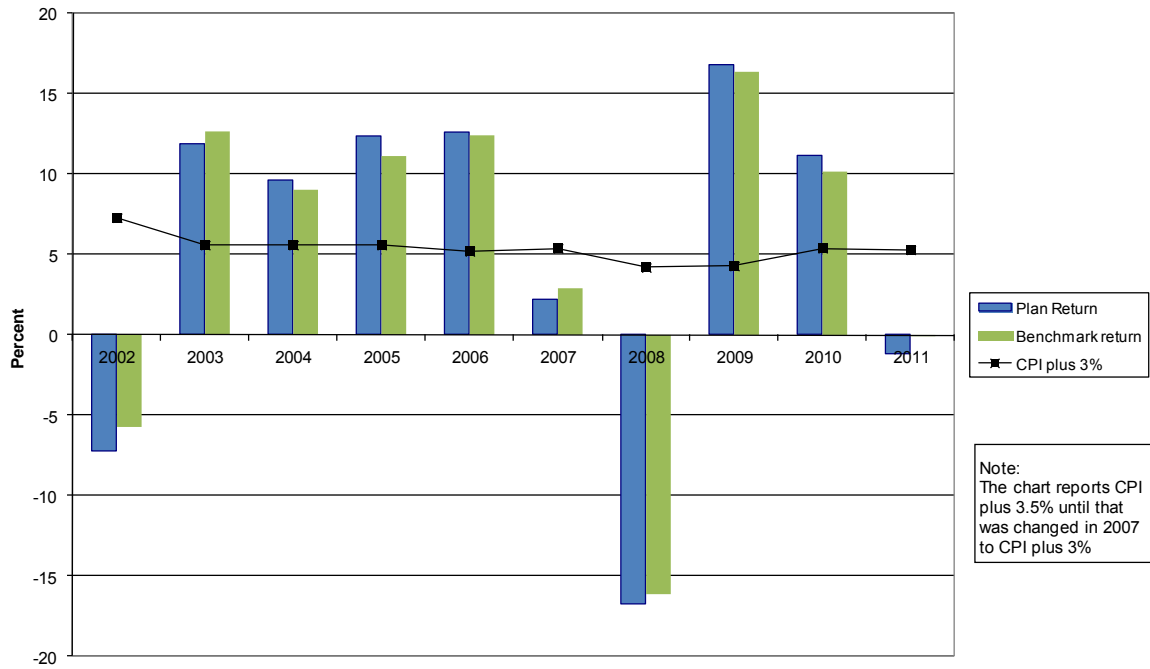
Investment Performance

<u>Period Ending December 31</u>	<u>Total Return</u>	<u>Annual Rate of Increase in CPI</u>
2011	-1.2%	2.3%
2010	11.2%	2.4%
2009	16.8%	1.3%
2008	-16.7%	1.2%
2007	2.2%	2.4%
Benchmark return for 2011		-0.1%
Four year rolling average ending 2011		
Retirement plan performance		2.53%
Benchmark performance		2.60%

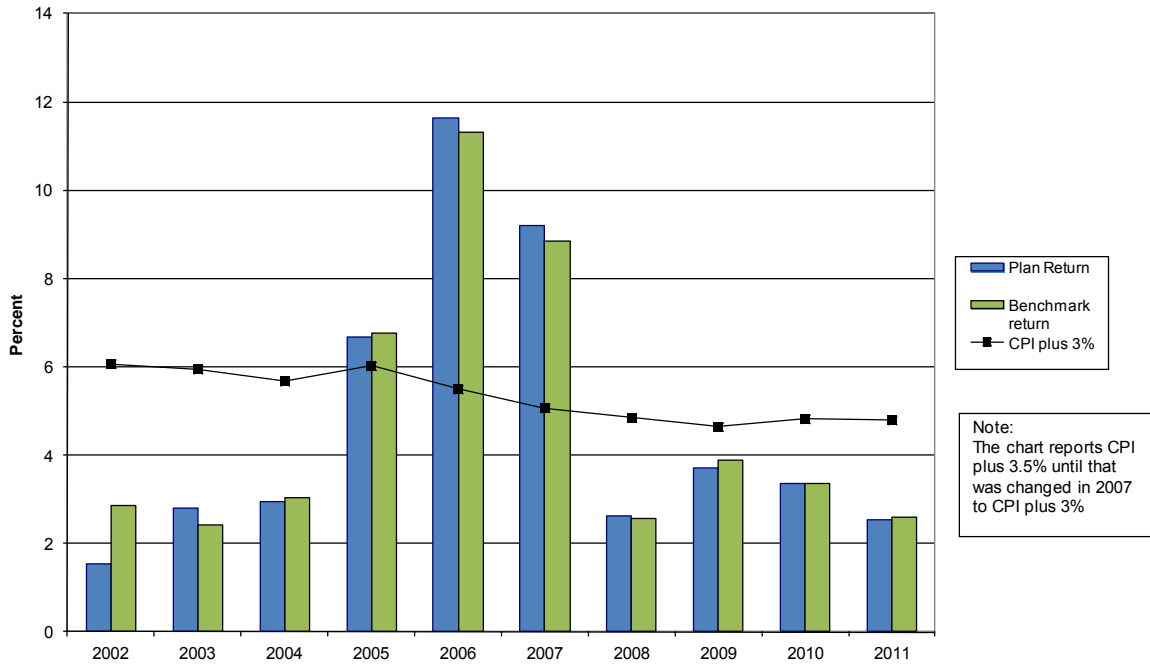
BIA Balanced Fund Performance Summary For the Period Ending December 31, 2011

Top quartile (12 months)	1.9%
Median (12 months)	.72%
BU Retirement Plan (12 months)	-1.2%
Top quartile (4 year rolling)	3.5%
Median (4 year rolling)	2.4%
BU (4 year rolling)	2.5%

Annual Investment Performance



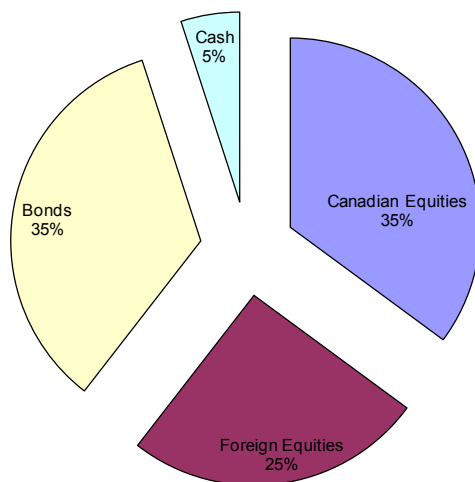
Rolling Four Year Average Investment Returns



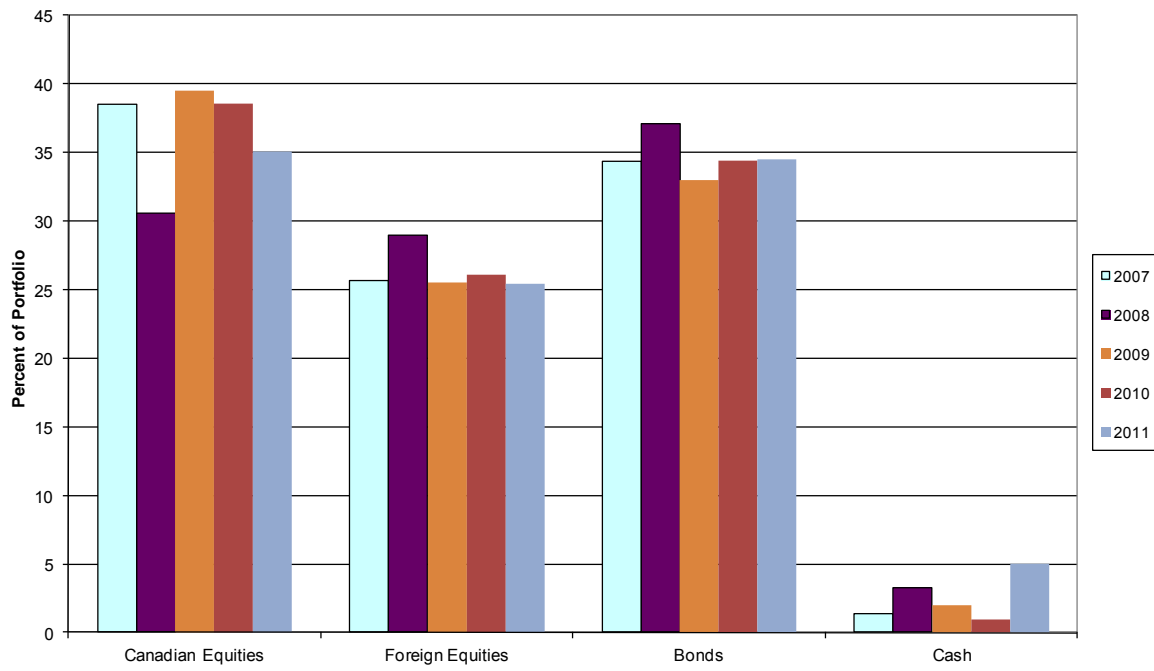
The investment mix of the Brandon University Retirement Plan is established by the investment manager based on market expectations within guidelines authorized by the Trustees of the Plan. On December 31, 2011 the asset mix and the annual performance in each sector follows:

	<u>% of Portfolio</u>	<u>12 month return</u>	<u>Benchmark return</u>
Canadian Equities	35.1%	-10.3%	-8.7%
Foreign Equities	25.4%	-2.7%	-2.2%
Bonds	34.5%	8.6%	9.7%
Cash	5.0%	1.1%	1.0%
TOTAL FUND	100.0%	-1.2%	-0.1%

Fund Asset Mix - December 31, 2011



Asset Mix Trend



Responsibility for Financial Reporting

The Board of Trustees of the Brandon University Retirement Plan is responsible for the preparation and presentation of the financial statements and the accompanying notes. The Board of Trustees relies upon the accounting and financial systems established by Brandon University. The financial statements are prepared in conformity with the accounting policies noted in the financial statements, and are reviewed and approved by the Board of Trustees of the Brandon University Retirement Plan. An independent financial auditor whose opinion is included herein examines the statements.

To fulfil its responsibility, Brandon University maintains internal control systems to provide reasonable assurance that relevant and reliable financial information is produced.

Dr. W. Paton, B.Sc., M.Sc., Ph.D.
Chair, Board of Trustees
Brandon University Retirement Plan

Scott J. B. Lamont, FCGA, MBA
Vice-President (Administration & Finance)
Brandon University

June 4, 2012



OFFICE OF THE
AUDITOR GENERAL
MANITOBA

INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of the Brandon University Retirement Plan
To the Legislative Assembly of Manitoba

We have audited the accompanying financial statements of the Brandon University Retirement Plan, which comprise the statement of financial position as at December 31, 2011, the statements of changes in net assets available for benefits and changes in pension obligations 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 pension plans, 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Brandon University Retirement Plan as at December 31, 2011 and the changes in net assets available for benefits and changes in pension obligations for the Plan for the year then ended in accordance with Canadian accounting standards for pension plans.

Office of the Auditor General

Office of the Auditor General
June 4, 2012
Winnipeg, Manitoba

BRANDON UNIVERSITY RETIREMENT PLAN

Statement of Financial Position as at December 31, 2011

	2011	2010
ASSETS		
Accounts receivable	\$ <u>374,514</u>	\$ <u>4,142</u>
Investments (note 2 b)		
Cash and short-term investments	5,457,943	1,029,540
Bonds and debentures	37,673,457	37,489,664
Canadian equities	38,352,373	41,996,723
Foreign equities	<u>27,704,854</u>	<u>28,344,451</u>
	<u>109,188,627</u>	<u>108,860,378</u>
Total Assets	<u>109,563,141</u>	<u>108,864,520</u>
LIABILITIES		
Accounts payable	<u>23,226</u>	<u>64,519</u>
Total Liabilities	<u>23,226</u>	<u>64,519</u>
Net assets available for benefits	<u>109,539,915</u>	<u>108,800,001</u>
Pension obligations	<u>149,249,000</u>	<u>139,177,000</u>
Plan deficit (going concern basis)	<u>\$ (39,709,085)</u>	<u>\$ (30,376,999)</u>

The accompanying notes are an integral part of the financial statements.

BRANDON UNIVERSITY RETIREMENT PLAN

Statement of Changes in Net Assets Available for Benefits for the year ended December 31, 2011

	2011	2010
CONTRIBUTIONS		
Members	\$ 1,934,589	\$ 1,921,060
University	3,001,313	2,943,538
University special payments (Note 9)	3,326,624	
Transfers from other plans		<u>127,332</u>
	<u>8,262,526</u>	<u>4,991,930</u>
OTHER INCOME		
Investment income		
Interest	1,462,349	1,314,806
Dividends	<u>1,573,299</u>	<u>1,410,449</u>
	<u>3,035,648</u>	<u>2,725,255</u>
Change in fair value		
Realized	2,968,223	1,982,272
Unrealized	<u>(7,211,967)</u>	<u>6,263,953</u>
	<u>(4,243,744)</u>	<u>8,246,225</u>
Total Increase in Net Assets	<u>7,054,430</u>	<u>15,963,410</u>
PAYMENTS		
Benefit payments		
Retirements	4,685,813	4,494,014
Refunds	618,345	799,669
Deaths	<u>429,817</u>	<u>85,474</u>
	<u>5,733,975</u>	<u>5,379,157</u>
Administrative expenses		
Actuarial and consulting fees	109,980	64,598
Custodian and plan administration fees	115,767	107,568
Legal and audit fees	7,000	6,440
Investment management fees	357,169	330,069
Trustee expenses	1,604	847
GST rebate	<u>(10,979)</u>	<u>(3,608)</u>
	<u>580,541</u>	<u>505,914</u>
Total Decrease in Net Assets	<u>6,314,516</u>	<u>5,885,071</u>
Net Increase in Assets Available for Benefits	739,914	10,078,339
Net Assets Available For Benefits, beginning of year	<u>108,800,001</u>	<u>98,721,662</u>
Net Assets Available For Benefits, end of year	<u>\$ 109,539,915</u>	<u>\$ 108,800,001</u>

The accompanying notes are an integral part of the financial statements.

BRANDON UNIVERSITY RETIREMENT PLAN

Statement of Changes in Pension Obligations for the year ended December 31, 2011

	2011	2010
Interest accrued on benefits	\$ 7,360,000	\$ 6,470,000
Benefits accrued	5,098,000	4,825,000
Benefits paid	(5,734,000)	(5,379,000)
Experience gains	(1,790,000)	(166,000)
Changes in actuarial assumptions	<u>5,138,000</u>	<u>20,630,000</u>
Net Change in Pension Obligations	10,072,000	26,380,000
Pension Obligations, beginning of the year	<u>139,177,000</u>	<u>112,797,000</u>
Pension Obligations, end of year	<u><u>\$ 149,249,000</u></u>	<u><u>\$ 139,177,000</u></u>

The accompanying notes are an integral part of the financial statements.

BRANDON UNIVERSITY RETIREMENT PLAN

Notes to the Financial Statements for the year ended December 31, 2011

1. Description of the Plan

The following description of the Brandon University Retirement Plan is only a summary. More complete information is contained in the official Plan document.

a) General

The Brandon University Retirement Plan is a final average contributory defined benefit pension plan established April 1, 1974 for the benefit of the employees of Brandon University. The assets of the Plan are held in trust in the name of ten Trustees - eight elected by and from the Plan membership and two appointed by the Board of Governors. The Trustees oversee the administration of the Plan and set forth the investment guidelines. Their obligations and responsibilities are defined in a trust agreement with Brandon University. An asset manager invests the Plan assets based on the approved investment guidelines and according to the terms of the Managed Account Agreement. The Plan is registered with the Pension Commission of Manitoba and meets the requirements of the Pension Benefits Act of Manitoba and the Income Tax Act (Canada).

b) Membership

Unless otherwise stated, all Brandon University employees are eligible to become members of the Plan on their date of employment. Full-time and certain part-time employees are required to join the Plan. Membership is optional for other part-time and certain specified employees.

c) Funding

The Plan receives its funds from:

- i) the contributions of members
- ii) the required and special contributions of Brandon University
- iii) the income from investments

An actuarial valuation is performed at least once every three years to determine the adequacy of the funding for pension benefits (see note 2g).

d) Plan Benefits

The Plan provides for the payment of benefits to a member upon retirement, death, or termination of employment with Brandon University.

Retirement benefits are determined by a formula which takes into consideration the member's pensionable earnings, term of employment with Brandon University and a percentage of the Canada Pension Plan earnings. Benefits are payable for the lifetime of the member. Full benefits are payable (a) upon normal retirement; (b) upon early retirement for members who qualify. Reduced benefits are provided to members who retire early and do not qualify for full benefits.

Death and termination benefits are based on the value of the member's pension as determined by the Plan Administrator at the time of death or termination of employment. The options available to beneficiaries and terminating members are outlined in the official Plan document.

BRANDON UNIVERSITY RETIREMENT PLAN

Notes to the Financial Statements for the year ended December 31, 2011

2. Significant Accounting Policies

a) General

The Brandon University Retirement Plan prepares its financial statements in accordance with Canadian accounting standards for pension plans. The Plan has adopted Part II (Private Enterprises) accounting standards for all accounting policies that do not relate to the investment portfolio or pension obligations.

b) Financial Instruments

The financial instruments of the Plan consist of accounts receivable, investments, and accounts payable. The Plan recognizes and derecognizes all financial assets and liabilities in accordance with Financial Instruments, Section 3856, of Part II of the CICA Handbook

Initially, all financial assets and liabilities are recorded at fair value on the Statement of Financial Position. All investment assets and liabilities are measured at fair value based on International Financial Reporting Standards (IAS 39). Subsequent measurement is determined by the classification of each financial asset and liability. Investment assets and liabilities are measured at fair value with the change in fair value recognized in the Statement of Changes in Net Assets Available for Benefits. Financial instruments classified as accounts receivable and accounts payable are measured at amortized cost.

Investments are recorded at market value on a trade date basis.

Fair values of investments are determined as follows:

Fixed Income

Short term investments are recorded at cost which approximates market value.

Bonds and debentures are valued at market by an independent securities valuation company.

Equity

Publicly traded securities are recorded at year end market prices.

c) Investment Income

Dividend income is recognized on the ex-dividend date and interest income is recognized on the accrual basis as earned.

d) Foreign Currency Translation

The fair value of investments denominated in foreign currencies is translated into Canadian dollars at the exchange rate in effect at year end and the resulting change is included in the change in fair value of investments. Revenue and expense transactions are translated at the exchange rates prevailing on the dates of the transactions and are included in investment income at the translated amounts.

BRANDON UNIVERSITY RETIREMENT PLAN

Notes to the Financial Statements for the year ended December 31, 2011

e) Contributions

Contributions from the members and the University are recorded on an accrual basis. Cash received from members as transfers from other pension plans is recorded when received.

f) Use of Estimates

Preparation of the financial statements requires management to make estimates and assumptions that primarily affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of changes in net assets available during the year. Actual results could differ from these estimates.

g) Pension Obligations

The pension obligations of the Brandon University Retirement Plan are the actuarial present value of accrued pension benefits determined by applying the best estimate assumptions and the projected benefit method prorated on services.

3. Financial Risk Management

Management of investments is governed by the managed account agreement between the Brandon University Retirement Plan and Connor, Clark & Lunn Management Ltd. The investment management objective of the Plan is to maximize the long-term total return while protecting the capital value of the fund from major market fluctuations through prudent management of asset allocation and prudent selection of investments. The investment manager is to attain an average rate of return of 3% over the CPI increase for the same period.

The Plan's investments are publicly traded.

There have been no substantive changes in the Plan's exposure to financial instrument risks, its objectives, policies and processes for managing those risks or the methods used to measure them from the previous period unless otherwise stated in this note.

a) Market Risk

Market risk is the risk the value of an investment will fluctuate as a result of changes in market prices whether those changes are caused by factors specific to an individual investment or volatility in interest rates, foreign currencies or other factors affecting similar securities traded in the market.

BRANDON UNIVERSITY RETIREMENT PLAN

Notes to the Financial Statements for the year ended December 31, 2011

The Plan's cash and investments, including investments denominated in foreign currencies, are reported in Canadian dollars as follows:

	(in thousands of dollars)			
	<u>2011</u>		<u>2010</u>	
Canadian cash and short term investments	\$ 5,458	5.0 %	\$ 1,029	0.9 %
Canadian bonds	37,673	34.5 %	37,490	34.4 %
Canadian equities	<u>38,352</u>	<u>35.1 %</u>	<u>41,997</u>	<u>38.6 %</u>
	81,483	74.6 %	80,516	73.9 %
US equities	15,639	14.3 %	14,672	13.5 %
Non-North American equities	<u>12,066</u>	<u>11.1 %</u>	<u>13,672</u>	<u>12.6 %</u>
	<u>\$ 109,188</u>	<u>100.0 %</u>	<u>\$ 108,860</u>	<u>100.0 %</u>

i) Interest rate risk is the risk that fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The value of the Plan's fixed income investments is directly affected by changes in nominal and real interest rates. There are guidelines in the managed account agreement for the fixed income investment portfolio related to permitted investments, diversification, and quality, and duration management which are designed to mitigate the risks of interest rate volatility

Duration is the most common measure used to quantify the impact of changes in bond prices due to change in interest rates. Using this measure it is estimated that a one percent increase or decrease in interest rates, with all other variables held constant, would result in a change in fair value on Canadian bonds of 6.5% or \$2,448,775 (2010 - 6.41% or \$2,403,087).

ii) Currency risk is the risk that the value of non-Canadian investments measured in Canadian dollars will fluctuate due to changes in foreign exchange rates primarily related to foreign equity holdings. In some instances, forward foreign exchange contracts are used to manage currency exposure in connection with securities purchased in foreign currency. Forward foreign exchange contracts are contractual agreements that establish an agreed upon exchange rate at a settlement date in the future for the purpose of protecting future cash flows from adverse price movements.

A 10 percent increase or decrease in exchange rates, with all other variables held constant, would result in a change in unrealized gains/(losses) of \$ 2,770,485 (2010 - \$ 2,834,445). Generally when there is a 10% strengthening (weakening) of the Canadian dollar versus the corresponding currency, there would be a 10% decrease (increase) in the value of the corresponding country's portion of the portfolio from this currency movement.

iii) Other price risk is the risk that the fair value or future cash flows from portfolio holdings fluctuate because of changes generally, in market prices, other than those arising from interest rate risk or currency risk or as a result of a deterioration in the outlook for a specific issuer. To manage its price risk arising from investments in equity securities, by policy, the portfolio is well diversified. The managed account agreement sets out the limits of investments in any one security

BRANDON UNIVERSITY RETIREMENT PLAN

Notes to the Financial Statements for the year ended December 31, 2011

as well as concentration within market sectors.

The Plan's target asset allocation based on fair value is:

Fixed income	35 %
Canadian equity	35 %
Foreign equity	25 %
Cash	5 %

Total exposure to equities is to be no less than 35% of the Pension Fund and no more than 70% of the Pension Fund.

b) Liquidity Risk

Liquidity risk is the risk that the Plan will encounter difficulty in having available sufficient funds to meet its commitments as they come due. It is the Pension Plan's policy to ensure that it will have sufficient cash and short term investments to allow it to meet its liabilities when they come due.

The term to maturity and the related market values of bonds and debentures are as follows:

	(in thousands of dollars)	
	<u>2011</u>	<u>2010</u>
Term to Maturity		
Less than one year	\$ 2,198	\$ 7,783
One to five years	14,519	4,105
Over five years	<u>20,956</u>	<u>25,602</u>
Total bonds and debentures	<u>\$ 37,673</u>	<u>\$ 37,490</u>

c) Credit Risk

Credit risk arises from the possibility that a loss may occur from the failure of another party to perform according to the terms of a contract. Credit risk is the risk the issuer of the debt security or a counter party to a derivative contract is unable to meet its financial obligation. Credit risk encompasses the risk of a deterioration of credit worthiness and concentration risk. The Plan limits credit risk through a managed account agreement with its investment manager that details the specific quality and concentration constraints.

At December 31, 2011, the Plan's maximum credit risk exposure related to cash and short-term investments and bonds and debentures is \$ 43,131,400 (2010 - \$ 38,519,204), and accounts receivable is \$ 374,514 (2010 - \$4,142). The Plan limits credit risk by acquiring high quality securities and following the managed account agreement. The managed account agreement establishes limits for ownership of investments and acceptable credit ratings. In the case of bonds and debentures, all must be rated BBB or higher.

