

**ONTARIO SOIL AND CROP IMPROVEMENT
ASSOCIATION**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2022

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

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YEAR ENDED SEPTEMBER 30, 2022

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INDEPENDENT AUDITOR'S REPORT

To the members of: Ontario Soil and Crop Improvement Association

Opinion

We have audited the accompanying financial statements of Ontario Soil and Crop Improvement Association, which comprise the statement of financial position as at September 30, 2022 and the statements of fund balances, operations and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, these financial statements present fairly, in all material respects, the financial position of Ontario Soil and Crop Improvement Association as at September 30, 2022 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not for profit organizations.

Basis of Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of Ontario Soil and Crop Improvement Association 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 association's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate the association or to cease operations, or has no realistic alternative but to do so.

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

Auditor's 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 auditor's 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 judgement 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 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 association'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 association'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 auditor's report. However, future events or conditions may cause the association 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.



Guelph, Ontario
January 18, 2023

Chartered Professional Accountants
Licensed Public Accountants

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF FINANCIAL POSITION

AS AT SEPTEMBER 30, 2022

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2022	2021
ASSETS						
CURRENT						
Cash	\$ 1,264,956	\$ 0	\$ 0	\$ 0	\$ 1,264,956	\$ 1,175,319
Accounts receivable	783,204	0	0	(743,030)	40,174	19,561
Government remittances receivable	18,989	0	0	0	18,989	19,948
Prepaid expenses	8,636	0	0	0	8,636	8,636
	<u>2,075,785</u>	<u>0</u>	<u>0</u>	<u>(743,030)</u>	<u>1,332,755</u>	<u>1,223,464</u>
RESTRICTED						
Cash	0	0	11,870,105	0	11,870,105	620,460
Portfolio investments (note 5)	0	2,797,000	0	0	2,797,000	3,019,087
Due from operating fund	0	1,389,232	0	0	1,389,232	1,354,764
Accounts receivable	0	0	68,193	0	68,193	157,827
	<u>0</u>	<u>4,186,232</u>	<u>11,938,298</u>	<u>0</u>	<u>16,124,530</u>	<u>5,152,138</u>
CAPITAL ASSETS (note 6)	<u>21,448</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>21,448</u>	<u>42,114</u>
	<u>\$ 2,097,233</u>	<u>\$ 4,186,232</u>	<u>\$11,938,298</u>	<u>\$ (743,030)</u>	<u>\$17,478,733</u>	<u>\$ 6,417,716</u>
LIABILITIES AND FUND BALANCES						
CURRENT						
Accounts payable and accrued liabilities	\$ 175,895	\$ 0	\$ 0	\$ 0	\$ 175,895	\$ 192,651
Government remittances payable	29,807	0	0	0	29,807	38,196
Due to restricted fund	1,389,232	0	0	0	\$ 1,389,232	1,354,764
Deferred income	87,237	0	0	0	87,237	5,445
	<u>1,682,171</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,682,171</u>	<u>1,591,056</u>
RESTRICTED						
Accounts payable and accrued liabilities	0	0	850,531	(743,030)	107,501	74,496
Deferred income	0	0	11,087,767	0	11,087,767	0
	<u>0</u>	<u>0</u>	<u>11,938,298</u>	<u>(743,030)</u>	<u>11,195,268</u>	<u>74,496</u>
FUND BALANCES	<u>415,062</u>	<u>4,186,232</u>	<u>0</u>	<u>0</u>	<u>4,601,294</u>	<u>4,752,164</u>
	<u>\$ 2,097,233</u>	<u>\$ 4,186,232</u>	<u>\$11,938,298</u>	<u>\$ (743,030)</u>	<u>\$17,478,733</u>	<u>\$ 6,417,716</u>

See notes to the financial statements

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
STATEMENT OF FUND BALANCES
FOR THE YEAR ENDED SEPTEMBER 30, 2022

	Opening 2022	Revenue	Expenses	Transfers (note 3)	Investment Income (Loss)	Closing 2022
UNRESTRICTED OPERATING FUND	\$ <u>378,313</u>	\$ <u>3,522,008</u>	\$ <u>(3,458,862)</u>	\$ <u>(34,468)</u>	\$ <u>8,071</u>	\$ <u>415,062</u>
INTERNALLY RESTRICTED FUNDS						
Contingency	2,157,504	0	0	0	(111,303)	2,046,201
Health and Wellness	271,980	0	0	35,866	(14,031)	293,815
Working Capital	1,824,977	0	0	(1,398)	(94,148)	1,729,431
Infrastructure	50,490	0	0	0	(2,605)	47,885
Sustainability	68,900	0	0	0	0	68,900
	<u>4,373,851</u>	<u>0</u>	<u>0</u>	<u>34,468</u>	<u>(222,087)</u>	<u>4,186,232</u>
EXTERNALLY RESTRICTED FUND						
Project and program administration	<u>0</u>	<u>16,177,817</u>	<u>(16,213,806)</u>	<u>0</u>	<u>35,989</u>	<u>0</u>
	<u>\$ 4,752,164</u>	<u>\$ 19,699,825</u>	<u>\$ (19,672,668)</u>	<u>\$ 0</u>	<u>\$ (178,027)</u>	<u>\$ 4,601,294</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED SEPTEMBER 30, 2022

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2022	2021
REVENUE						
Project and program receipts	\$ 3,192,959	\$ 0	\$ 0	\$ (3,192,959)	\$ 0	\$ 0
OMAFRA grant	92,624	0	0	0	92,624	101,246
Interest income	8,071	0	35,989	0	44,060	8,659
IT surcharge	46,922	0	0	(46,922)	0	0
Other (schedule 1)	189,503	0	0	0	189,503	374,659
Project and program fund revenue	0	0	16,177,817	0	16,177,817	13,712,641
	<u>3,530,079</u>	<u>0</u>	<u>16,213,806</u>	<u>(3,239,881)</u>	<u>16,504,004</u>	<u>14,197,205</u>
EXPENSES						
Per diems and expenses (schedule 3)						
Directors	16,901	0	0	0	16,901	17,679
Committees	1,704	0	0	0	1,704	721
Advertising and promotion	9,706	0	0	0	9,706	14,994
Administration (schedule 2)	238,403	0	0	0	238,403	298,822
Miscellaneous projects (schedule 2)	57,080	0	0	0	57,080	329,796
Grants (schedule 2)	85,602	0	0	0	85,602	149,262
Other (schedule 2)	51,399	0	0	0	51,399	11,344
GST/HST	11,880	0	0	0	11,880	31,312
Professional and consulting fees	47,509	0	0	0	47,509	34,942
Payroll and related expenses	2,840,734	0	0	0	2,840,734	2,656,723
Sponsorships	0	0	0	0	0	500
Memberships (schedule 4)	3,050	0	0	0	3,050	3,900
Travel	5,297	0	0	0	5,297	2,910
IT services	56,018	0	0	0	56,018	63,700
Project and program fund expenses	0	0	16,213,806	(3,239,881)	12,973,925	10,773,315
	<u>3,425,283</u>	<u>0</u>	<u>16,213,806</u>	<u>(3,239,881)</u>	<u>16,399,208</u>	<u>14,389,920</u>
OPERATING SURPLUS (DEFICIT) for the year	<u>104,796</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>104,796</u>	<u>(192,715)</u>
OTHER						
Unrealized (loss) gain on investments	0	(222,087)	0	0	(222,087)	153,497
Amortization	(33,579)	0	0	0	(33,579)	(33,350)
	<u>(33,579)</u>	<u>(222,087)</u>	<u>0</u>	<u>0</u>	<u>(255,666)</u>	<u>120,147</u>
SURPLUS (DEFICIT) for the year	<u>\$ 71,217</u>	<u>\$ (222,087)</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ (150,870)</u>	<u>\$ (72,568)</u>

See notes to the financial statements

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED SEPTEMBER 30, 2022

	2022	2021
CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES		
Excess of expenses over revenue	\$ (150,870)	\$ (72,568)
Add: Items not affecting cash		
Amortization of capital assets	33,579	33,350
Unrealized loss (gain) on investments	<u>222,087</u>	<u>(93,641)</u>
	<u>104,796</u>	<u>(132,859)</u>
Net change in non-cash operational balances		
Accounts receivable	69,021	707,857
Government remittances receivable	959	(2,022)
Prepaid expenses	0	(8,636)
Accounts payable and accrued liabilities	16,249	138,307
Government remittances payable	(8,389)	5,917
Deferred income	<u>11,169,559</u>	<u>(44,801)</u>
	<u>11,247,399</u>	<u>796,622</u>
	<u>11,352,195</u>	<u>663,763</u>
CASH (USED IN) INVESTING ACTIVITIES		
Portfolio investments	0	(59,855)
Purchase of capital assets	<u>(12,913)</u>	<u>(19,314)</u>
	<u>(12,913)</u>	<u>(79,169)</u>
CHANGE IN CASH	11,339,282	584,594
CASH, beginning of year	<u>1,795,779</u>	<u>1,211,185</u>
CASH, end of year	<u>\$ 13,135,061</u>	<u>\$ 1,795,779</u>
CASH REPRESENTED AS:		
Operating cash	\$ 1,264,956	\$ 1,175,319
Restricted cash	<u>11,870,105</u>	<u>620,460</u>
	<u>\$ 13,135,061</u>	<u>\$ 1,795,779</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2022

1. ORGANIZATION AND OPERATIONS

Ontario Soil and Crop Improvement Association was created under the laws of Ontario in 1939 and qualifies as an agricultural organization as defined in s.149(1)(e) of the Income Tax Act (Canada) and is, therefore, exempt from income taxes. The objectives of the Association include the following:

- (a) Producer Awareness;
- (b) Development and Delivery of Stewardship Programs;
- (c) Support Local Association Development; and
- (d) Strategic Alliances for Fulfilling Our Mission and Addressing Consumer Concerns.

Membership through local Associations represents a credible, active grassroots voice, devoted to communicating and facilitating responsible, economic management of soil, water, air and crops.

The Association is a significant link between research and production and promotes producer responsibility and the use of science and technology for the benefit of consumers. The Association sponsors education and information programs, field days, regional events, local demonstrations and theme conferences.

The Association also administers programs under contract with Agriculture and Agri-Food Canada (AAFC), Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), Ontario Ministry of Environment, Conservation and Parks (MECP), Environment and Climate Change Canada (ECCC) and other agencies.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared in accordance with Canadian accounting standards for not for profit organizations and include the following significant accounting policies:

(a) FUND ACCOUNTING

The Association follows the deferral method of accounting for contributions. Externally restricted contributions, comprised of project and program administration fund revenue, the OMAFRA grant and other project funding, are recognized as revenue in the year in which the related expenses are incurred. The Association has segregated the following fund balances:

(i) Unrestricted Operating Fund

This fund reflects the daily operations of the Association.

(ii) Internally Restricted Contingency Reserve Fund

This fund is restricted by the Association to support ongoing Association contingencies. The Board of Directors requires that the Association maintains a minimum balance of \$2,000,000 for this purpose.

(iii) Internally Restricted Working Capital Reserve Fund

This fund has been established to allow the Association to meet its financial obligations for a period of six months. This fund may be used to temporarily cash flow the operating expenditures of the Association or to appropriately respond to changing needs in program engagement.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2022

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(a) FUND ACCOUNTING (continued)

(iv) Internally Restricted Infrastructure Reserve Fund

This fund has been established to cover future costs for information technology, leasehold improvements and/or to reserve capital for special projects.

(v) Internally Restricted Health and Wellness Reserve Fund

This fund has been established to hold in trust, for permanent employees, an internal short term disability allotment.

(vi) Internally Restricted Sustainability Fund

This fund has been established to hold funds collected from local, regional and provincial associations for future funding of on-farm applied research. During the year ending September 30, 2015, the Board of Directors committed \$50,000 over five years to this fund.

(vii) Externally Restricted Fund

The purpose of the fund is to manage projects on behalf of a number of funding providers. Each project is subject to the terms and conditions described in its individual funding agreement.

(b) INTERFUND BALANCES

Balances owing from the externally restricted fund and the unrestricted operating fund are non-interest bearing and due on a monthly basis when invoiced.

(c) CAPITAL ASSETS

Capital assets are recorded at cost and amortized on the basis of their estimated useful life using the following methods and rates:

Computer hardware	- 3 year straight-line basis
Leasehold improvements	- 5 year straight-line basis

(d) IMPAIRMENT OF LONG LIVED ASSETS

Long lived assets are tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when the carrying value exceeds the total undiscounted cash flows expected from their use and eventual disposition. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its fair value.

(e) DEFERRED INCOME

Project and Program Administration Fund funding is recognized over the period designated by the funder. Deferred income represents the excess of funding received over related expenses.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2022

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(f) REVENUE RECOGNITION

Project and program daily rate receipts and IT surcharge revenue are recognized as services are provided. Project and program administration fund revenue and other revenue are recognized as services are provided or funded expenses are incurred and collection is reasonably assured. The OMAFRA grant is recognized as the associated grant expenses are incurred. Investment income is recognized when earned.

(g) LEASES

Leases are classified as either capital or operating leases. A lease that transfers substantially all the benefits and risks incidental to the ownership of property is classified as a capital lease. All other leases are accounted for as operating leases wherein rental payments are amortized on a straight-line basis over the term of the lease to office lease expense. At the inception of a capital lease, an asset and obligation is recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair value at the beginning of such lease.

(h) USE OF ESTIMATES

The preparation of financial statements in conformity 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 contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Significant areas requiring management's estimates include the useful lives of capital assets. Actual results could differ from those estimates.

(i) FINANCIAL INSTRUMENTS

Measurement of financial instruments

The Association initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions. The Association subsequently measures all its financial assets and financial liabilities at amortized cost, except for portfolio investments, which are measured at fair value. Changes in fair value are recognized in the excess of revenues over expenses.

Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. If an impairment has occurred, the carrying amount of financial assets measured at amortized cost is reduced to the greater of the discounted future cash flows expected or the proceeds that could be realized from the sale of the financial asset. The amount of the write-down is recognized in excess of revenue over expenses. The 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 the reversal is recognized in excess of revenue over expenses.

Transaction costs

The Association recognizes its transaction costs in excess of revenue over expenses in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2022

3. INTERFUND TRANSFERS

During the year, \$1,398 was transferred to the Unrestricted Operating Fund from the Internally Restricted Working Capital Fund and \$35,866 was transferred from the Unrestricted Operating Fund to the Internally Restricted Health and Wellness Fund to adjust those fund balances to the amounts mandated by the Board of Directors.

In the prior year, \$5,725 was transferred to the Unrestricted Operating Fund from the Internally Restricted Health and Wellness Fund and \$81,002 was transferred from the Unrestricted Operating Fund to the Internally Restricted Working Capital Fund to adjust those fund balances to the amounts mandated by the Board of Directors.

4. FINANCIAL INSTRUMENTS

Unless otherwise noted, it is management's opinion that the Association is not exposed to significant interest, credit, currency, liquidity, or other price risks arising from the financial instruments.

The extent of the Association's exposure to these risks did not change in 2022 compared to the previous period, except to the extent explained in note 8.

The Association does not have a significant exposure to any individual customer or counterpart.

Transacting in financial instruments exposes the Association to certain financial risks and uncertainties. These risks include:

Currency risk

The currency risk refers to the risk that the fair value of the financial instruments or future cash flows associated with them will fluctuate relative to the Canadian dollar due to changes in foreign exchange rates. The Association is exposed to United States currency rate risk on foreign portfolio investment balances in the amount of \$64,320 (2021 - \$82,167) denominated in Canadian dollars.

5. PORTFOLIO INVESTMENTS

Portfolio investments throughout the year consisted primarily of guaranteed investment certificates, public company shares, exchange traded and mutual funds. At year end, the Association had \$297,835 held in three guaranteed investment certificates, with maturity dates between June 2023 and June 2024 and interest rates between 3.54% and 4.25%. Guaranteed investment certificates which matured late in the year were retained in a high interest savings account. At the prior year end, the Association had \$584,329 held in five guaranteed investment certificates, with maturity dates between December 2021 and August 2023 and interest rates between 0.60% and 3.54% per annum.

The Association has pledged investments with a carrying value of \$147,171 from the Contingency Reserve Fund as security for a line of credit with a \$150,000 limit.

6. CAPITAL ASSETS

	Cost	Accumulated Amortization	Net 2022	Net 2021
Computer hardware	\$ 562,496	\$ 561,907	\$ 589	\$ 28,076
Leasehold improvements	<u>30,461</u>	<u>9,602</u>	<u>20,859</u>	<u>14,038</u>
	<u>\$ 592,957</u>	<u>\$ 571,509</u>	<u>\$ 21,448</u>	<u>\$ 42,114</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2022

7. LEASE OBLIGATIONS

The Association leases office and storage facilities under operating leases expiring on December 31, 2025. Future minimum lease payments are as follows:

2023	\$ 89,445
2024	89,445
2025	89,445
2026	<u>22,361</u>
	<u>\$ 290,696</u>

8. MATERIAL UNCERTAINTY DUE TO COVID-19

During the year and subsequent to year end, the impact of the Novel Coronavirus (COVID-19) in Canada and on the global economy increased significantly. This global pandemic has disrupted economic activities and has resulted in the organization significantly adjusting plans for certain events. Although the disruption from the virus is expected to be temporary, given the dynamic nature of these circumstances, the duration of business disruption and the related financial impact cannot be reasonably estimated at this time. Further, the timing and amounts realized on the organization's assets as well as its future ability to deliver all programming may be impacted by the evolving circumstances of the virus.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**OTHER REVENUE - OPERATING FUND***Schedule 1***FOR THE YEAR ENDED SEPTEMBER 30, 2022**

	2022	2021
OTHER REVENUE		
Sponsors		
Summer meeting	\$ 1,716	\$ 0
Don Hill legacy award	1,000	1,000
Mobile Soil Technology Suite	64,121	223,247
Rainy River flow-through funding	41,793	0
Species At Risk monitoring	26,100	10,000
Membership fees	23,290	19,195
One-time receipts	10,289	3,721
Living Lab Transition	8,867	0
Canada's Outdoor Farm Show	6,000	0
Operation Pollinator Project	5,833	28,688
Summer Meeting registration	269	0
Sales	225	2,767
Agriculture GHG program with University of Guelph	0	31,806
Soil Test Manager Application receipts	0	18,450
Farmland Health Education Grant	0	17,598
Association Development Advisor	0	13,601
Seek, Test, Adopt with Golden Horseshoe SCIA	0	4,086
Sustainability fund receipts	0	500
	<u>\$ 189,503</u>	<u>\$ 374,659</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

EXPENSES - OPERATING FUND

Schedule 2

FOR THE YEAR ENDED SEPTEMBER 30, 2022

	2022	2021
ADMINISTRATION		
Office lease	\$ 95,397	\$ 125,282
Office expenses	58,010	73,636
Insurance	42,299	38,125
Telephone	18,631	20,427
World Wide Web	12,570	17,032
Bank charges	8,040	6,968
Photocopier lease/usage	2,964	2,777
Postage	492	2,123
File storage	0	12,452
	<u>\$ 238,403</u>	<u>\$ 298,822</u>
MISCELLANEOUS PROJECTS		
Species At Risk monitoring	\$ 20,000	\$ 10,000
Conservation Tillage	18,577	0
Mobile Soil Technology Suite	12,670	258,366
Operation Pollinator Project	5,833	239
Maximizing Growth Opportunity project	0	35,424
Agricultural GHG program with University of Guelph	0	21,681
Seek, Test, Adopt with Golden Horseshoe SCIA	0	4,086
	<u>\$ 57,080</u>	<u>\$ 329,796</u>
GRANTS		
Tier two grants	\$ 40,131	\$ 56,461
Regional Communication grants	37,388	66,515
Tier one grants	8,083	26,286
	<u>\$ 85,602</u>	<u>\$ 149,262</u>
OTHER		
Rainy River flow-through expenses	\$ 40,209	\$ 0
Canada's Outdoor Farm Show	5,328	167
Summer meeting	4,123	0
Soil Champion Award	1,645	3,478
Don Hill legacy award	1,000	1,800
Annual meeting	557	1,513
Miscellaneous	359	0
Executive Director expenses	278	471
Association Development Advisor	0	101
Staff training and development	(2,100)	3,814
	<u>\$ 51,399</u>	<u>\$ 11,344</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
DIRECTORS' AND COMMITTEES' PER DIEMS AND EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2022

Schedule 3

	Per Diems	Expenses	2022	2021
DIRECTORS				
Directors meetings	\$ 5,613	\$ 5,850	\$ 11,463	\$ 13,033
Executive meetings	3,575	1,733	5,308	3,975
County meetings	25	80	105	0
Regional meetings	25	0	25	266
Ad Hoc meetings	<u>0</u>	<u>0</u>	<u>0</u>	<u>405</u>
	<u>\$ 9,238</u>	<u>\$ 7,663</u>	<u>\$ 16,901</u>	<u>\$ 17,679</u>
COMMITTEES				
Health and Safety Committee	\$ 0	\$ 463	\$ 463	\$ 21
Ontario Forage Council	175	285	460	0
Finance Committee	325	0	325	50
Soil and Water Quality Committee	0	201	201	0
COFS Committee	175	0	175	0
Farm and Food Care	0	80	80	0
Regional Communication				
Subcommittee	0	0	0	350
Finance and Visioning Subcommittee	0	0	0	150
Canadian Certified Crop Advisors	0	0	0	50
Cereal Crops Committee	0	0	0	50
New Venture	<u>0</u>	<u>0</u>	<u>0</u>	<u>50</u>
	<u>\$ 675</u>	<u>\$ 1,029</u>	<u>\$ 1,704</u>	<u>\$ 721</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

MEMBERSHIPS

Schedule 4

FOR THE YEAR ENDED SEPTEMBER 30, 2022

	2022	2021
MEMBERSHIPS		
Farm and Food Care	\$ 1,800	\$ 2,500
Ontario Forage Council	600	600
AgScape	500	500
Agricultural Adaptation Council	150	150
Soil and Water Conservation Society	<u>0</u>	<u>150</u>
	<u>\$ 3,050</u>	<u>\$ 3,900</u>