

**ONTARIO SOIL AND CROP IMPROVEMENT
ASSOCIATION**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2020

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

INDEX TO THE FINANCIAL STATEMENTS

YEAR ENDED SEPTEMBER 30, 2020

	Page
INDEPENDENT AUDITOR'S REPORT	3 - 4
FINANCIAL STATEMENTS	
Statement of Financial Position	5
Statement of Fund Balances	6
Statement of Operations	7
Statement of Cash Flows	8
Notes to the Financial Statements	9 - 13
Schedule of Other Revenue - Operating Fund	14
Schedule of Expenses - Operating Fund	15
Schedule of Directors' and Committees' per Diem and Expenses	16
Schedule of Memberships	17

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, 2020 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, 2020 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 21, 2021

Chartered Professional Accountants
Licensed Public Accountants

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF FINANCIAL POSITION

AS AT SEPTEMBER 30, 2020

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2020	2019
ASSETS						
CURRENT						
Cash	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 360,294
Accounts receivable	1,183,217	0	0	(1,140,624)	42,593	52,026
Government remittances receivable	17,926	0	0	0	17,926	25,286
Prepaid expenses	0	0	0	0	0	1,000
	<u>1,201,143</u>	<u>0</u>	<u>0</u>	<u>(1,140,624)</u>	<u>60,519</u>	<u>438,606</u>
RESTRICTED						
Cash	0	1,278,986	334,072	0	1,613,058	1,701,203
Portfolio investments (note 5)	0	2,865,591	0	0	2,865,591	3,034,479
Accounts receivable	0	0	842,652	0	842,652	400,541
	<u>0</u>	<u>4,144,577</u>	<u>1,176,724</u>	<u>0</u>	<u>5,321,301</u>	<u>5,136,223</u>
CAPITAL ASSETS (note 6)	<u>56,150</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>56,150</u>	<u>10,827</u>
	<u>\$ 1,257,293</u>	<u>\$ 4,144,577</u>	<u>\$ 1,176,724</u>	<u>\$ (1,140,624)</u>	<u>\$ 5,437,970</u>	<u>\$ 5,585,656</u>
LIABILITIES AND FUND BALANCES						
CURRENT						
Bank indebtedness	\$ 401,873	\$ 0	\$ 0	\$ 0	\$ 401,873	\$ 0
Accounts payable and accrued liabilities	92,740	0	0	0	92,740	91,422
Grants payable	0	0	0	0	0	1,686
Government remittances payable	32,279	0	0	0	32,279	36,091
Deferred income	50,246	0	0	0	50,246	95,332
	<u>577,138</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>577,138</u>	<u>224,531</u>
RESTRICTED						
Accounts payable and accrued liabilities	0	0	1,176,724	(1,140,624)	36,100	86,100
FUND BALANCES	<u>680,155</u>	<u>4,144,577</u>	<u>0</u>	<u>0</u>	<u>4,824,732</u>	<u>5,275,025</u>
	<u>\$ 1,257,293</u>	<u>\$ 4,144,577</u>	<u>\$ 1,176,724</u>	<u>\$ (1,140,624)</u>	<u>\$ 5,437,970</u>	<u>\$ 5,585,656</u>

See notes to the financial statements

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF FUND BALANCES

FOR THE YEAR ENDED SEPTEMBER 30, 2020

	Opening 2020	Revenue	Expenses	Transfers (note 3)	Investment Income	Closing 2020
UNRESTRICTED OPERATING FUND	\$ 1,296,046	\$ 2,833,796	\$ (3,361,369)	\$ (100,339)	\$ 12,021	\$ 680,155
INTERNALLY RESTRICTED FUNDS						
Contingency	2,042,674	0	0	0	36,533	2,079,207
Health and Wellness	209,557	0	0	54,322	3,748	267,627
Working Capital	1,605,945	0	0	46,017	28,723	1,680,685
Infrastructure	47,803	0	0	0	855	48,658
Sustainability	73,000	0	(4,600)	0	0	68,400
	<u>3,978,979</u>	<u>0</u>	<u>(4,600)</u>	<u>100,339</u>	<u>69,859</u>	<u>4,144,577</u>
EXTERNALLY RESTRICTED FUND						
Project and program administration	<u>0</u>	<u>17,597,249</u>	<u>(17,612,971)</u>	<u>0</u>	<u>15,722</u>	<u>0</u>
	<u>\$ 5,275,025</u>	<u>\$ 20,431,045</u>	<u>\$ (20,978,940)</u>	<u>\$ 0</u>	<u>\$ 97,602</u>	<u>\$ 4,824,732</u>

See notes to the financial statements

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED SEPTEMBER 30, 2020

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2020	2019
REVENUE						
Project and program daily rate receipts (note 7)	\$ 2,476,502	\$ 0	\$ 0	\$ (2,476,502)	\$ 0	\$ 0
OMAFRA grant	139,042	0	0	0	139,042	179,877
Investment income	12,021	69,859	15,722	0	97,602	130,869
IT surcharge	40,970	0	0	(40,970)	0	0
Other (schedule 1)	177,282	0	0	0	177,282	244,345
Project and program administration fund revenue	0	0	17,597,249	0	17,597,249	16,087,050
	<u>2,845,817</u>	<u>69,859</u>	<u>17,612,971</u>	<u>(2,517,472)</u>	<u>18,011,175</u>	<u>16,642,141</u>
EXPENSES						
Per diem and expenses (schedule 3)						
Directors	55,468	0	0	0	55,468	79,045
Committees	9,198	0	0	0	9,198	12,773
Advertising and promotion	21,842	0	0	0	21,842	22,722
Administration (schedule 2)	286,309	0	0	0	286,309	307,557
Miscellaneous projects (schedule 2)	99,679	4,600	0	0	104,279	92,928
Grants (schedule 2)	200,790	0	0	0	200,790	216,571
Other (schedule 2)	119,659	0	0	0	119,659	153,607
GST/HST	24,491	0	0	0	24,491	19,877
Professional and consulting fees	50,971	0	0	0	50,971	18,120
Payroll and related expenses	2,369,500	0	0	0	2,369,500	2,504,039
Sponsorships	4,250	0	0	0	4,250	8,350
Memberships (schedule 4)	4,900	0	0	0	4,900	6,650
Travel	9,536	0	0	0	9,536	13,347
Amortization	35,370	0	0	0	35,370	61,689
IT services	69,406	0	0	0	69,406	47,438
Project and program administration fund expenses	0	0	17,612,971	(2,517,472)	15,095,499	12,893,590
	<u>3,361,369</u>	<u>4,600</u>	<u>17,612,971</u>	<u>(2,517,472)</u>	<u>18,461,468</u>	<u>16,458,303</u>
EXCESS OF (EXPENSES OVER REVENUE)						
REVENUE OVER EXPENSES for the year	<u>\$ (515,552)</u>	<u>\$ 65,259</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ (450,293)</u>	<u>\$ 183,838</u>

See notes to the financial statements

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED SEPTEMBER 30, 2020

	2020	2019
CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES		
Excess of (expenses over revenue) revenue over expenses	\$ (450,293)	\$ 183,838
Add: Items not affecting cash		
Amortization of capital assets	35,370	61,689
	<u>(414,923)</u>	<u>245,527</u>
Net change in non-cash operational balances		
Accounts receivable	(432,678)	(255,929)
Government remittances receivable	7,360	(7,787)
Prepaid expenses	1,000	2,500
Accounts payable and accrued liabilities	(48,683)	(2,597,116)
Grants payable	(1,686)	(9,660)
Government remittances payable	(3,811)	3,472
Deferred income	(45,086)	(748,577)
	<u>(523,584)</u>	<u>(3,613,097)</u>
	<u>(938,507)</u>	<u>(3,367,570)</u>
CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES		
Portfolio investments	168,888	(75,943)
Purchase of capital assets	(80,693)	(5,523)
	<u>88,195</u>	<u>(81,466)</u>
CHANGE IN CASH	(850,312)	(3,449,036)
CASH, beginning of year	<u>2,061,497</u>	<u>5,510,533</u>
CASH, end of year	<u>\$ 1,211,185</u>	<u>\$ 2,061,497</u>
CASH REPRESENTED AS:		
Current cash (bank indebtedness)	\$ (401,873)	\$ 360,294
Restricted cash	<u>1,613,058</u>	<u>1,701,203</u>
	<u>\$ 1,211,185</u>	<u>\$ 2,061,497</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2020

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 the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), Ontario Ministry of Environment, Conservation and Parks (MECP), Environment and Climate Change Canada (ECCC), Friends of the Greenbelt Foundation 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, 2020

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. \$10,000 was transferred to this fund from the unrestricted operating fund during the prior year.

(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) 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

(c) 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.

(d) 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.

(e) 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 and collection is reasonably assured. The OMAFRA grant is recognized as the associated grant expenses are incurred. Investment income is recognized when earned.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2020

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(f) 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.

(g) 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.

3. INTERFUND TRANSFERS

During the year, \$54,322 was transferred from the Unrestricted Operating Fund to the Internally Restricted Health and Wellness Fund and \$46,017 was transferred from the Unrestricted Operating Fund to the Internally Restricted Working Capital Fund to increase those fund balances to the amounts mandated by the Board of Directors.

In the prior year, \$270,000 was transferred to the Internally Restricted Working Capital Fund, \$26,000 was transferred to the Internally Restricted Infrastructure Fund and \$10,000 was transferred to the Internally Restricted Sustainability Fund, satisfying the final year of a five year commitment. Additionally, \$25,560 was transferred from the Internally Restricted Health and Wellness Fund to the Unrestricted Operating Fund as a result of expenditures incurred and employee departures.

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2020

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 2020 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 \$70,231 (2019 - \$72,938) 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 \$1,006,313 held in 10 guaranteed investment certificates, with maturity dates between December 2020 and August 2023 and interest rates between 0.54% and 3.54%. 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 \$1,776,112 held in 17 guaranteed investment certificates, with maturity dates between December 2019 and August 2023 and interest rates between 1.00% and 3.54% per annum.

The Association has pledged investments with a carrying value of \$144,329 from the Contingency Reserve Fund as security for a line of credit with a \$150,000 limit.

6. CAPITAL ASSETS

	Cost	Accumulated Amortization	Net 2020	Net 2019
Computer hardware	\$ 560,729	\$ 505,459	\$ 55,270	\$ 8,116
Leasehold improvements	<u>150,665</u>	<u>149,785</u>	<u>880</u>	<u>2,711</u>
	<u>\$ 711,394</u>	<u>\$ 655,244</u>	<u>\$ 56,150</u>	<u>\$ 10,827</u>

7. PROJECT AND PROGRAM DAILY RATE RECEIPTS

During the year, the funder of one of the association's programs disputed a portion of the expenses claimed by the association as part of its project and program daily rate receipts revenue and required these expenses to be repaid. The impact on the Association's revenues in the current year is as follows:

Project and program daily rate receipts charged in the year	\$ 2,913,387
Less: Amount repaid to the funder	<u>(436,885)</u>
Adjusted project and program daily rate receipts charged for the year	<u>\$ 2,476,502</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2020

8. LEASE OBLIGATIONS

The Association leases office and storage facilities under operating leases which are being terminated as of April 13, 2021. The Association has entered into a new five year lease commencing on January 1, 2021 and ending on December 31, 2025. Future minimum lease payments are as follows:

2021	\$ 112,764
2022	89,445
2023	89,445
2024	89,445
2025	<u>89,445</u>
	<u>\$ 470,544</u>

9. 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, 2020**

	2020	2019
OTHER REVENUE		
Sponsors		
Annual meeting	\$ 11,250	\$ 21,925
Summer meeting	500	27,300
Canada's Outdoor Farm Show	0	4,000
Soil Test Manager Application receipts	63,511	0
Membership fees	21,234	24,310
Farmland Health Education Grant	17,600	17,600
Seek, Test, Adopt with Golden Horseshoe SCIA	16,344	20,430
Association Development Advisor	12,380	5,024
Agriculture GHG program with University of Guelph	11,340	11,910
One-time receipts	9,372	13,775
Annual meeting registration fees	7,700	10,694
Operation Pollinator Project	4,376	25,267
Sales	1,675	15,598
Grant funding	0	26,546
Enhancing Detection of Soil N Levels	0	10,500
Greenbin receipts	0	8,577
Summer Meeting registration	0	605
Soil Champion Award	0	284
	<u>0</u>	<u>284</u>
	<u>\$ 177,282</u>	<u>\$ 244,345</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
EXPENSES - OPERATING FUND
Schedule 2
FOR THE YEAR ENDED SEPTEMBER 30, 2020

	2020	2019
ADMINISTRATION		
Office lease	\$ 128,895	\$ 129,948
Office expenses	55,369	71,115
Insurance	36,671	36,008
World Wide Web	24,894	19,585
Telephone	22,064	24,992
Bank charges	7,080	6,788
File storage	5,745	8,509
Photocopier lease/usage	3,964	5,192
Postage	1,581	2,084
Field performance reviews	46	1,124
Cage rental space	0	2,212
	<u>\$ 286,309</u>	<u>\$ 307,557</u>
MISCELLANEOUS PROJECTS		
Soil Test Manager Application expenses	\$ 63,511	\$ 0
Seek, Test, Adopt with Golden Horseshoe SCIA	16,344	20,430
Agricultural GHG program with University of Guelph	9,292	5,516
Maximizing Growth Opportunity project	6,156	21,260
Sustainability Fund expenses	4,600	10,000
Operation Pollinator Project	4,376	25,267
Enhancing Detection of Soil N Levels	0	10,455
Soil Remediation Study	0	0
Forage Masters Program	0	0
	<u>\$ 104,279</u>	<u>\$ 92,928</u>
GRANTS		
Tier two grants	\$ 85,399	\$ 98,352
Regional Communication grants	72,884	76,695
Tier one grants	40,771	36,285
Northern OSCIA Business Plan grant	1,136	3,036
Seed Fair grants	600	2,203
	<u>\$ 200,790</u>	<u>\$ 216,571</u>
OTHER		
Annual meeting	\$ 85,258	\$ 92,725
Miscellaneous	8,469	4,036
Canada's Outdoor Farm Show	7,054	234
Board training and development	6,750	0
Executive Director expenses	4,345	4,795
Staff training and development	3,277	5,304
Soil Champion Award	2,500	4,171
Summer meeting	1,037	30,012
Association Development Advisor	736	3,562
Special projects	233	8,686
Applied research coordinator expenses	0	82
	<u>\$ 119,659</u>	<u>\$ 153,607</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION
DIRECTORS' AND COMMITTEES' PER DIEM AND EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2020

Schedule 3

	Per Diem	Expenses	2020	2019
DIRECTORS				
Directors meetings	\$ 12,775	\$ 11,417	\$ 24,192	\$ 28,021
Executive meetings	6,525	7,185	13,710	27,815
County meetings	6,531	3,169	9,700	15,960
Ad Hoc meeting	4,183	1,679	5,862	5,203
Regional meetings	<u>1,450</u>	<u>554</u>	<u>2,004</u>	<u>2,046</u>
	<u>\$ 31,464</u>	<u>\$ 24,004</u>	<u>\$ 55,468</u>	<u>\$ 79,045</u>
COMMITTEES				
Regional Communication Subcommittee	\$ 1,181	\$ 1,284	\$ 2,465	\$ 1,712
Finance Committee	863	832	1,695	1,643
Farm and Food Care	400	568	968	2,962
Health and Safety Committee	0	949	949	538
Ontario Forage Council	362	577	939	1,070
Canadian Certified Crop Advisors	500	170	670	535
Ontario Pulse	350	200	550	290
Committee membership	250	6	256	571
Ag Wildlife Conflict	225	0	225	0
Oil and Protein Committee	175	31	206	200
Ontario Corn Committee	175	0	175	0
Finance and Visioning Subcommittee	50	0	50	147
Cereal Crops Committee	50	0	50	0
AgScape	0	0	0	1,190
Biosolids Utilization Committee	0	0	0	578
Ontario Agri-Food Technologies (OAFT)	0	0	0	375
Canadian Corn & Pest Coalition	0	0	0	365
COFS Committee	0	0	0	215
Research Committee	0	0	0	182
Forage and Grasslands Committee	0	0	0	100
Soil Management Research Committee	<u>0</u>	<u>0</u>	<u>0</u>	<u>100</u>
	<u>\$ 4,581</u>	<u>\$ 4,617</u>	<u>\$ 9,198</u>	<u>\$ 12,773</u>

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**MEMBERSHIPS*****Schedule 4*****FOR THE YEAR ENDED SEPTEMBER 30, 2020**

	2020	2019
MEMBERSHIPS		
Farm and Food Care	\$ 2,500	\$ 2,500
Soil Conservation Council of Canada	1,000	1,000
Ontario Forage Council	600	600
AgScape	500	500
Agricultural Adaptation Council	150	150
Soil and Water Conservation Society	150	150
Canadian Forage and Grassland Association	<u>0</u>	<u>1,750</u>
	<u><u>\$ 4,900</u></u>	<u><u>\$ 6,650</u></u>