

**ONTARIO SOIL AND CROP IMPROVEMENT  
ASSOCIATION**

**FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

# **ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**

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**YEAR ENDED SEPTEMBER 30, 2021**

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## INDEPENDENT AUDITOR'S REPORT

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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, 2021 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, 2021 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 19, 2022

Chartered Professional Accountants  
Licensed Public Accountants

ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

STATEMENT OF FINANCIAL POSITION

AS AT SEPTEMBER 30, 2021

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2021	2020
<b>ASSETS</b>						
<b>CURRENT</b>						
Accounts receivable	\$ 723,352	\$ 0	\$ 0	\$ (703,791)	\$ 19,561	\$ 42,593
Government remittances receivable	19,948	0	0	0	19,948	17,926
Prepaid expenses	8,636	0	0	0	8,636	0
	<u>751,936</u>	<u>0</u>	<u>0</u>	<u>(703,791)</u>	<u>48,145</u>	<u>60,519</u>
<b>RESTRICTED</b>						
Cash	0	1,354,764	620,460	0	1,975,224	1,613,058
Portfolio investments (note 5)	0	3,019,087	0	0	3,019,087	2,865,591
Accounts receivable	0	0	157,827	0	157,827	842,652
	<u>0</u>	<u>4,373,851</u>	<u>778,287</u>	<u>0</u>	<u>5,152,138</u>	<u>5,321,301</u>
<b>CAPITAL ASSETS</b> (note 6)	<u>42,114</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>42,114</u>	<u>56,150</u>
	<u>\$ 794,050</u>	<u>\$ 4,373,851</u>	<u>\$ 778,287</u>	<u>\$ (703,791)</u>	<u>\$ 5,242,397</u>	<u>\$ 5,437,970</u>
<b>LIABILITIES AND FUND BALANCES</b>						
<b>CURRENT</b>						
Bank indebtedness	\$ 179,445	\$ 0	\$ 0	\$ 0	\$ 179,445	\$ 401,873
Accounts payable and accrued liabilities	192,651	0	0	0	192,651	92,740
Government remittances payable	38,196	0	0	0	38,196	32,279
Deferred income	5,445	0	0	0	5,445	50,246
	<u>415,737</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>415,737</u>	<u>577,138</u>
<b>RESTRICTED</b>						
Accounts payable and accrued liabilities	<u>0</u>	<u>0</u>	<u>778,287</u>	<u>(703,791)</u>	<u>74,496</u>	<u>36,100</u>
<b>FUND BALANCES</b>	<u>378,313</u>	<u>4,373,851</u>	<u>0</u>	<u>0</u>	<u>4,752,164</u>	<u>4,824,732</u>
	<u>\$ 794,050</u>	<u>\$ 4,373,851</u>	<u>\$ 778,287</u>	<u>\$ (703,791)</u>	<u>\$ 5,242,397</u>	<u>\$ 5,437,970</u>

See notes to the financial statements

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**

**STATEMENT OF FUND BALANCES**

**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

	Opening 2021	Revenue	Expenses	Transfers (note 3)	Investment Income	Closing 2021
<b>UNRESTRICTED OPERATING FUND</b>	\$ <u>680,155</u>	\$ <u>3,420,582</u>	\$ <u>(3,649,955)</u>	\$ <u>(75,277)</u>	\$ <u>2,808</u>	\$ <u>378,313</u>
<b>INTERNALLY RESTRICTED FUNDS</b>						
Contingency	2,079,207	0	0	0	78,297	2,157,504
Health and Wellness	267,627	0	0	(5,725)	10,078	271,980
Working Capital	1,680,685	0	0	81,002	63,290	1,824,977
Infrastructure	48,658	0	0	0	1,832	50,490
Sustainability	68,400	500	0	0	0	68,900
	<u>4,144,577</u>	<u>500</u>	<u>0</u>	<u>75,277</u>	<u>153,497</u>	<u>4,373,851</u>
<b>EXTERNALLY RESTRICTED FUND</b>						
Project and program administration	<u>0</u>	<u>13,712,641</u>	<u>(13,718,492)</u>	<u>0</u>	<u>5,851</u>	<u>0</u>
	<u>\$ 4,824,732</u>	<u>\$ 17,133,723</u>	<u>\$ (17,368,447)</u>	<u>\$ 0</u>	<u>\$ 162,156</u>	<u>\$ 4,752,164</u>

See notes to the financial statements

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**

**STATEMENT OF OPERATIONS**

**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

	Unrestricted Operating Fund	Internally Restricted Funds	Externally Restricted Fund	Eliminations	2021	2020
<b>REVENUE</b>						
Project and program daily rate receipts	\$ 2,913,316	\$ 0	\$ 0	\$ (2,913,316)	\$ 0	\$ 0
OMAFRA grant	101,246	0	0	0	101,246	139,042
Investment income	2,808	153,497	5,851	0	162,156	97,602
IT surcharge	31,861	0	0	(31,861)	0	0
Other (schedule 1)	374,159	500	0	0	374,659	177,282
Project and program administration fund revenue	0	0	13,712,641	0	13,712,641	17,597,249
	<u>3,423,390</u>	<u>153,997</u>	<u>13,718,492</u>	<u>(2,945,177)</u>	<u>14,350,702</u>	<u>18,011,175</u>
<b>EXPENSES</b>						
Per diem and expenses (schedule 3)						
Directors	17,679	0	0	0	17,679	55,468
Committees	721	0	0	0	721	9,198
Advertising and promotion	14,994	0	0	0	14,994	21,842
Administration (schedule 2)	298,822	0	0	0	298,822	286,309
Miscellaneous projects (schedule 2)	329,796	0	0	0	329,796	104,279
Grants (schedule 2)	149,262	0	0	0	149,262	200,790
Other (schedule 2)	11,344	0	0	0	11,344	119,659
GST/HST	31,312	0	0	0	31,312	24,491
Professional and consulting fees	34,942	0	0	0	34,942	50,971
Payroll and related expenses	2,656,723	0	0	0	2,656,723	2,369,500
Sponsorships	500	0	0	0	500	4,250
Memberships (schedule 4)	3,900	0	0	0	3,900	4,900
Travel	2,910	0	0	0	2,910	9,536
Amortization	33,350	0	0	0	33,350	35,370
IT services	63,700	0	0	0	63,700	69,406
Project and program administration fund expenses	0	0	13,718,492	(2,945,177)	10,773,315	15,095,499
	<u>3,649,955</u>	<u>0</u>	<u>13,718,492</u>	<u>(2,945,177)</u>	<u>14,423,270</u>	<u>18,461,468</u>
<b>EXCESS OF (EXPENSES OVER REVENUE)</b>						
<b>REVENUE OVER EXPENSES for the year</b>	<u>\$ (226,565)</u>	<u>\$ 153,997</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ (72,568)</u>	<u>\$ (450,293)</u>

See notes to the financial statements

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

	<b>2021</b>	<b>2020</b>
<b>CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES</b>		
Excess of expenses over revenue	\$ (72,568)	\$ (450,293)
Add: Items not affecting cash		
Amortization of capital assets	33,350	35,370
Unrealized gain on investments	<u>(93,641)</u>	<u>(85,250)</u>
	<u>(132,859)</u>	<u>(500,173)</u>
Net change in non-cash operational balances		
Accounts receivable	707,857	(432,678)
Government remittances receivable	(2,022)	7,360
Prepaid expenses	(8,636)	1,000
Accounts payable and accrued liabilities	138,307	(48,683)
Grants payable	0	(1,686)
Government remittances payable	5,917	(3,811)
Deferred income	<u>(44,801)</u>	<u>(45,086)</u>
	<u>796,622</u>	<u>(523,584)</u>
	<u>663,763</u>	<u>(1,023,757)</u>
<b>CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>		
Portfolio investments	(59,855)	254,138
Purchase of capital assets	<u>(19,314)</u>	<u>(80,693)</u>
	<u>(79,169)</u>	<u>173,445</u>
<b>CHANGE IN CASH</b>	584,594	(850,312)
<b>CASH, beginning of year</b>	<u>1,211,185</u>	<u>2,061,497</u>
<b>CASH, end of year</b>	<u><u>\$ 1,795,779</u></u>	<u><u>\$ 1,211,185</u></u>
<b>CASH REPRESENTED AS:</b>		
Bank indebtedness	\$ (179,445)	\$ (401,873)
Restricted cash	<u>1,975,224</u>	<u>1,613,058</u>
	<u><u>\$ 1,795,779</u></u>	<u><u>\$ 1,211,185</u></u>



# ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2021

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### 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), 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, 2021**

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**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, 2021**

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**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, 2021**

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**3. INTERFUND TRANSFERS**

During the 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. Both of these transfers were done to realign the fund balances to the amount mandated by the Board of Directors.

In the prior 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.

**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 2021 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 \$82,167 (2020 - \$70,231) 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 \$584,329 held in 5 guaranteed investment certificates, with maturity dates between December 2021 and August 2023 and interest rates between 0.60% 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 \$1,006,313 held in 10 guaranteed investment certificates, with maturity dates between December 2020 and August 2023 and interest rates between 0.54% and 3.54% per annum.

The Association has pledged investments with a carrying value of \$145,555 from the Contingency Reserve Fund as security for a line of credit with a \$150,000 limit.

**6. CAPITAL ASSETS**

	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net 2021</b>	<b>Net 2020</b>
Computer hardware	\$ 562,496	\$ 534,420	\$ 28,076	\$ 55,270
Leasehold improvements	<u>17,547</u>	<u>3,509</u>	<u>14,038</u>	<u>880</u>
	<u><u>\$ 580,043</u></u>	<u><u>\$ 537,929</u></u>	<u><u>\$ 42,114</u></u>	<u><u>\$ 56,150</u></u>

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

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**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:

2022	\$ 89,445
2023	89,445
2024	89,445
2025	89,445
2026	<u>22,361</u>
	<u>\$ 380,141</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, 2021**

	<b>2021</b>	<b>2020</b>
<b>OTHER REVENUE</b>		
Sponsors		
Don Hill legacy award	\$ 1,000	\$ 0
Annual meeting	0	11,250
Summer meeting	0	500
Mobile Soil Technology Suite	223,247	0
Agriculture GHG program with University of Guelph	31,806	11,340
Operation Pollinator Project	28,688	4,376
Membership fees	19,195	21,234
Soil Test Manager Application receipts	18,450	63,511
Farmland Health Education Grant	17,598	17,600
Association Development Advisor	13,601	12,380
Species At Risk monitoring	10,000	0
Seek, Test, Adopt with Golden Horseshoe SCIA	4,086	16,344
One-time receipts	3,721	9,372
Sales	2,767	1,675
Sustainability fund receipts	500	0
Annual meeting registration fees	0	7,700
	<u>\$ 374,659</u>	<u>\$ 177,282</u>

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**
**EXPENSES - OPERATING FUND**
*Schedule 2*
**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

	<b>2021</b>	<b>2020</b>
<b>ADMINISTRATION</b>		
Office lease	\$ 125,282	\$ 128,895
Office expenses	73,636	55,369
Insurance	38,125	36,671
Telephone	20,427	22,064
World Wide Web	17,032	24,894
File storage	12,452	5,745
Bank charges	6,968	7,080
Photocopier lease/usage	2,777	3,964
Postage	2,123	1,581
Field performance reviews	0	46
	<u>\$ 298,822</u>	<u>\$ 286,309</u>
<b>MISCELLANEOUS PROJECTS</b>		
Mobile Soil Technology Suite	\$ 258,366	\$ 0
Maximizing Growth Opportunity project	35,424	6,156
Agricultural GHG program with University of Guelph	21,681	9,292
Species At Risk monitoring	10,000	0
Seek, Test, Adopt with Golden Horseshoe SCIA	4,086	16,344
Operation Pollinator Project	239	4,376
Soil Test Manager Application expenses	0	63,511
Sustainability Fund expenses	0	4,600
	<u>\$ 329,796</u>	<u>\$ 104,279</u>
<b>GRANTS</b>		
Regional Communication grants	\$ 66,515	\$ 72,884
Tier two grants	56,461	85,399
Tier one grants	26,286	40,771
Northern OSCIA Business Plan grant	0	1,136
Seed Fair grants	0	600
	<u>\$ 149,262</u>	<u>\$ 200,790</u>
<b>OTHER</b>		
Staff training and development	\$ 3,814	\$ 3,277
Soil Champion Award	3,478	2,500
Don Hill legacy award	1,800	0
Annual meeting	1,513	85,258
Executive Director expenses	471	4,345
Canada's Outdoor Farm Show	167	7,054
Association Development Advisor	101	736
Miscellaneous	0	8,469
Board training and development	0	6,750
Summer meeting	0	1,037
Special projects	0	233
	<u>\$ 11,344</u>	<u>\$ 119,659</u>

**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION**  
**DIRECTORS' AND COMMITTEES' PER DIEM AND EXPENSES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2021**

*Schedule 3*

	<b>Per Diem</b>	<b>Expenses</b>	<b>2021</b>	<b>2020</b>
<b>DIRECTORS</b>				
Directors meetings	\$ 7,350	\$ 5,683	\$ 13,033	\$ 24,192
Executive meetings	3,975	0	3,975	13,710
Ad Hoc meeting	363	42	405	5,862
Regional meetings	250	16	266	2,004
County meetings	0	0	0	9,700
	<u>\$ 11,938</u>	<u>\$ 5,741</u>	<u>\$ 17,679</u>	<u>\$ 55,468</u>
<b>COMMITTEES</b>				
Regional Communication Subcommittee	\$ 200	\$ 150	\$ 350	\$ 2,465
Finance and Visioning Subcommittee	150	0	150	50
Finance Committee	50	0	50	1,695
Canadian Certified Crop Advisors	50	0	50	670
Cereal Crops Committee	50	0	50	50
New Venture	50	0	50	0
Health and Safety Committee	0	21	21	949
Farm and Food Care	0	0	0	968
Ontario Forage Council	0	0	0	939
Ontario Pulse	0	0	0	550
Committee membership	0	0	0	256
Ag Wildlife Conflict	0	0	0	225
Oil and Protein Committee	0	0	0	206
Ontario Corn Committee	0	0	0	175
	<u>\$ 550</u>	<u>\$ 171</u>	<u>\$ 721</u>	<u>\$ 9,198</u>



**ONTARIO SOIL AND CROP IMPROVEMENT ASSOCIATION****MEMBERSHIPS***Schedule 4***FOR THE YEAR ENDED SEPTEMBER 30, 2021**

	<b>2021</b>	<b>2020</b>
<b>MEMBERSHIPS</b>		
Farm and Food Care	\$ 2,500	\$ 2,500
Ontario Forage Council	600	600
AgScape	500	500
Agricultural Adaptation Council	150	150
Soil and Water Conservation Society	150	150
Soil Conservation Council of Canada	<u>0</u>	<u>1,000</u>
	<u>\$ 3,900</u>	<u>\$ 4,900</u>