

Financial statements

Ontario Federation of Agriculture

August 31, 2014

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Independent Auditor's Report

To the Members of
Ontario Federation of Agriculture

We have audited the accompanying financial statements of Ontario Federation of Agriculture which comprise the statement of financial position as at August 31, 2014, the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

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

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 Ontario Federation of Agriculture at August 31, 2014, 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.

BDO Canada LLP

Chartered Accountants, Licensed Public Accountants

Guelph, Canada

November 7, 2014

Ontario Federation of Agriculture Statement of Operations

Year ended August 31	Budget 2014 (Note 9)	2014	2013
Income			
Revenue (Page 17)	\$ 6,722,346	\$ 7,019,551	\$ 9,698,692
Project management revenues (Note 13)	0	958,768	1,369,847
Other (Page 17)	<u>1,018,500</u>	<u>1,017,493</u>	<u>1,354,588</u>
	<u>7,740,846</u>	<u>8,995,812</u>	<u>12,423,127</u>
Expenses			
Organizational (Page 18)	2,128,000	2,331,990	2,600,360
Departments (Page 18)	4,791,500	4,721,399	4,581,306
Grants and dues (Page 18)	482,000	693,306	451,793
Project management expenses (Note 13)	0	958,768	1,369,847
Pension liability (Note 8)	24,000	14,007	7,513
Employee future benefits (Note 11)	<u>203,198</u>	<u>115,637</u>	<u>14,200</u>
	<u>7,628,698</u>	<u>8,835,107</u>	<u>9,025,019</u>
Excess of income over expenses	\$ <u>112,148</u>	\$ <u>160,705</u>	\$ <u>3,398,108</u>

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

Ontario Federation of Agriculture Statement of Changes in Net Assets

Year ended August 31

	2014			2013
	Unrestricted Net Assets	Invested in Capital Assets	Total	Total
Balance, beginning of year	\$ 4,930,532	\$ 97,724	\$ 5,028,256	\$ 1,630,148
Excess (deficiency) of income over expenses	213,663	(52,958)	160,705	3,398,108
Transfer for purchase of capital assets	(22,120)	22,120	0	0
Payment of capital lease obligation	<u>13,984</u>	<u>(13,984)</u>	<u>0</u>	<u>0</u>
Balance, end of year	<u>\$ 5,136,059</u>	<u>\$ 52,902</u>	<u>\$ 5,188,961</u>	<u>\$ 5,028,256</u>

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

Ontario Federation of Agriculture
(Incorporated under the Corporations Act of Ontario)
Statement of Financial Position

August 31	2014	2013
Assets		
Current		
Cash (Note 3)	\$ 1,714,481	\$ 2,513,493
Project funds receivable	149,584	500,839
Receivables	257,835	224,004
Prepaid expenses and other assets	<u>66,218</u>	<u>62,416</u>
	2,188,119	3,300,752
Capital assets (Note 4)	52,902	111,709
Investments, at fair value (Note 5)	3,114,272	2,148,808
Investments, at amortized cost (Note 6)	1,077,250	1,117,350
Cash surrender value life insurance (Note 7)	<u>578,191</u>	<u>570,507</u>
	\$ 7,010,734	\$ 7,249,126
Liabilities		
Current		
Accounts payable and accrued liabilities	492,346	476,623
Project funds received in advance (Note 15)	768,634	852,718
Deferred revenue	6,392	19,545
Current portion of capital lease obligation	<u>0</u>	<u>5,880</u>
	1,267,373	1,354,766
Pension liability (Note 8)	215,400	223,800
Employee future benefits obligation (Note 11)	339,000	634,200
Obligations under capital lease	<u>0</u>	<u>8,104</u>
	1,821,773	2,220,870
Net assets		
Net assets invested in capital assets	52,902	97,724
Unrestricted net assets	<u>5,136,059</u>	<u>4,930,532</u>
	5,188,961	5,028,256
	\$ 7,010,734	\$ 7,249,126

Commitments (Note 12)

On behalf of the Board

 Director

 Director

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

Ontario Federation of Agriculture

Statement of Cash Flows

Year ended August 31

2014

2013

Cash from operations		
Excess of income over expenses	\$ 160,705	\$ 3,398,108
Non-cash items		
Depreciation	80,927	96,025
Realized gain on investments	(114,633)	(12,948)
Unrealized gain (loss) on investments	(99,595)	64,769
Member loyalty payment received in shares	(179,300)	(500,000)
Pension expense	115,637	14,200
Cash surrender value of life insurance	<u>(7,684)</u>	<u>(9,493)</u>
	(43,943)	3,050,661
Net change in non-cash operating working capital		
Receivables	(33,831)	(128,824)
Project funds receivable	351,255	(271,766)
Prepaid expenses and other assets	(3,802)	(12,609)
Prepaid county funding	0	388,980
Accounts payable and accrued liabilities	15,723	(39,774)
Project funds received in advance	(84,084)	(284,115)
Deferred revenue	(13,153)	(2,261,962)
Contributions to pension plan	(410,837)	(359,598)
Pension liability	<u>(8,400)</u>	<u>(16,200)</u>
	<u>(231,072)</u>	<u>64,793</u>
Financing activities		
Repayment of capital lease obligations	<u>(13,984)</u>	<u>(3,380)</u>
Investing activities		
Purchase of investments	(1,782,141)	(1,280,974)
Proceeds from sale of investments	1,030,905	781,786
Proceeds from share redemption	219,400	0
Purchase of capital assets	<u>(22,120)</u>	<u>(71,515)</u>
	<u>(553,956)</u>	<u>(570,703)</u>
Decrease in cash and cash equivalents	(799,012)	(509,290)
Cash and cash equivalents, beginning of year	<u>2,513,493</u>	<u>3,022,783</u>
Cash and cash equivalents, end of year	\$ <u>1,714,481</u>	\$ <u>2,513,493</u>
Represented by:		
Cash	\$ 1,463,481	\$ 2,155,610
Cash equivalents	<u>250,669</u>	<u>501,894</u>
	\$ <u>1,714,481</u>	\$ <u>2,513,493</u>

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

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

1. Nature of operations

The Ontario Federation of Agriculture (the "Federation" and/or the "OFA") was incorporated without share capital August 23, 1956 under the laws of Ontario and works collaboratively towards a profitable, sustainable future for Ontario farmers.

The Federation is an accredited general farm organization under the *Farm Registration and Farm Organizations Funding Act, 1993* (the "Act").

2. Summary of significant accounting policies

Basis of presentation

The Federation has prepared these financial statements in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO). The following is a summary of significant accounting policies adopted by the Federation in the preparation of the financial statements.

Revenue recognition

The registration year is coincidental with the calendar year. In years prior to fiscal 2013, registration and membership fees were considered to be the same and were recognized evenly over the year to which they relate. This resulted in deferred revenue at August 31 each year for the membership revenue that was received in the fiscal year but not yet earned as the services would not be provided to members until subsequent to year-end.

During fiscal 2013, the Federation received an accreditation ruling from the Agriculture, Food and Rural Affairs Appeals Tribunal (the Tribunal). The Tribunal ruled that farmers who have paid the Farm Business Registration (FBR) fee to OFA are supporters of OFA. They are not members of OFA until they have signed a membership agreement with the OFA. Accordingly, commencing in 2013, the OFA has established a two-step process, whereby when the farmer pays their registration fee they are sent a membership agreement. If they sign and return the membership agreement, then they become eligible for membership benefits. There is no additional fee required. The difference between a member and a supporter is voting rights. A supporter who returns their membership agreement becomes a member and has voting rights.

As a result of the Tribunal ruling, the characteristics of the fee has changed to only be a FBR fee for which OFA does not have to provide any benefits; hence this becomes a contribution which is recognized as revenue when received.

The Federation follows the deferral method of accounting for contributions. Unrestricted contributions are recognized as revenue in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Contributions restricted by the donor are deferred when received and recognized as revenue in the year in which the related expenses are recognized.

Management fees and other income are recognized as revenue in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

2. Summary of significant accounting policies (continued)

Project funds received in advance are for ongoing projects under contract from various sources. The sources will advance the Federation funds before the actual expenditure is incurred. The money advanced is recorded as a liability until the related expense is paid.

Deferred revenue includes unearned sponsorships and registration fees for the annual convention held after year-end.

Cash and cash equivalents

Cash and cash equivalents include cash on hand, balances with banks and other institutions and term deposits with maturities of three months or less.

Capital assets

Capital assets are recorded at cost. Depreciation and amortization are recorded as follows:

Furniture and equipment	- 20% declining balance
Leasehold improvements	- straight line over the remaining term of the lease
Computer hardware	- 3 years straight line
Computer software	- 3 years straight line

When a capital asset no longer has any long-term service potential to the Federation, the excess of its net carrying amount over any residual value is recognized as an expense in the statement of operations. Any write-downs recognized are not reversed.

Investments

Bonds, equities and mutual funds shares are classified as held for trading and are carried at fair value. Investments in shares included in long-term investments for which there is no active market have been designated as available-for-sale and are recorded at cost. If the value of an investment has permanently declined, the investment is written down to net realizable value.

Employee future benefits obligation

The Federation uses the immediate recognition approach to account for its defined benefit pension plans. The accrued benefit obligations are determined using the most recent actuarial valuation report prepared for funding purposes.

Plan assets are measured at fair value.

The Federation recognizes the plan's unfunded deficit, which is the net amount of the accrued benefit obligations and the fair value of plan assets on the statement of financial position.

Actuarial gains and losses and past service costs are included in the cost of the plan for the year in the statement of operations.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

2. Summary of significant accounting policies (continued)

Income taxes

The Federation is a non-profit Federation and is exempt from income taxes under section 149(1)(e) of the Income Tax Act.

Use of estimates

In preparing the Federation's financial statements, management is required 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 reported amounts of income and expenses during the period. Actual results could differ from these estimates.

These estimates are reviewed periodically and adjustments are made to excess of income over expenses as appropriate in the year they become known.

Items subject to significant management estimates include valuation of investments and employee future benefit obligation.

Financial instruments

The Federation's financial instruments are measured at fair value when issued or acquired. For financial instruments subsequently measured at cost or amortized cost, fair value is adjusted by the amount of the related financing fees. Financing fees relating to financial instruments that are measured subsequently at fair value are recognized in operations in the year in which they are incurred.

At each reporting date, the Federation measures its financial assets and liabilities at cost or amortized cost (less impairment in the case of financial assets). The Federation has irrevocably elected to measure its investments in bonds and equities at fair value. All changes in fair value of the organization's investments in bonds are recorded in the statement of operations. The financial instruments measured at amortized cost are cash and cash equivalents, project funds receivable, receivables, investments other than bonds, equities and mutual funds, cash surrender value of life insurance, payables and accruals, project funds received in advance and obligations under capital lease.

For financial assets measured at cost or amortized cost, the Federation regularly assesses whether there are any indications of impairment. If there is an indication of impairment, and the Federation determines that there is a significant adverse change in the expected timing or amount of future cash flows from the financial asset, it recognizes an impairment loss in the statement of operations. Any reversals of previously recognized impairment losses are recognized in operations in the year the reversal occurs.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

3. Cash

The Federation's bank account is held at one credit union.

The Federation has access to an operating loan of \$500,000 to assist with day to day operating expenses. The facility bears interest at the prime rate plus 0.75%. As security for the operating loan, the Federation has provided an assignment of bond investments held with RBC Dominion Securities Inc. for an amount not less than \$500,000. At August 31, 2014, the Federation has not accessed this facility.

Included in the cash balance is cash equivalents of \$250,669 (2013 - \$501,894) held with RBC Dominion Securities Inc.

4. Capital assets

			<u>2014</u>	<u>2013</u>
	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Furniture and equipment	\$ 203,309	\$ 203,309	\$ 0	\$ 0
Leasehold improvements	82,065	67,747	14,318	23,081
Computer hardware	190,135	174,408	15,727	28,667
Computer software	<u>261,777</u>	<u>238,920</u>	<u>22,857</u>	<u>59,961</u>
	<u>\$ 737,286</u>	<u>\$ 684,384</u>	<u>\$ 52,902</u>	<u>\$ 111,709</u>

Depreciation on capital assets for the year was \$80,927 (2013 - \$96,025) and has been included in overhead expense.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

5. Investments, at fair value	2014	2013
Bonds:		
Province of Quebec 4.16% yield to maturity, due December 1, 2025	\$ 0	\$ 250,503
Province of Quebec 4.40% yield to maturity, due December 1, 2028	0	458,442
Province of Ontario Bond 3.53% yield to maturity, due December 2, 2021	0	207,393
Province of Quebec 4.09% yield to maturity, due December 1, 2024	481,274	421,903
RES C.I.B.C CARS & PARS 2.43% yield to maturity, due June 6, 2018	337,467	316,198
Province of British Columbia 1.93% yield to maturity, due November 22, 2015	510,537	494,369
Province of Nova Scotia 2.47% yield to maturity, due December 1, 2020	251,743	0
Province of Ontario 2.43% yield to maturity, due November 3, 2019	511,519	0
Equities:		
National Bank of Canada 10,500 preferred shares at \$26.68 6% Non-cumulative, Series 20	280,140	0
BCE Inc NEW 2,000 common shares at \$48.95	97,900	0
Manulife Financial Corp 6,400 common shares at \$21.95	140,480	0
Transalta Corp 8,000 common shares at \$12.54	100,320	0

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2014

5. Investments, at fair value (continued)

Bank of Montreal		
8,500 5.8% Non-cumulative class B preferred shares		
At \$26.33 per share	223,805	0
Mutual Funds:		
RBC North America Value Fund		
8,156.633 units at \$21.932	178,891	0
Other	<u>196</u>	<u>0</u>
	<u>\$ 3,114,272</u>	<u>\$ 2,148,808</u>

The cost base of the above investments consist of bonds of \$2,036,464 (2013 - \$2,196,939), equities of \$851,504 (2013 - \$NIL), mutual funds of \$175,680 (2013 - \$NIL) and other of \$196 (2013 - \$NIL).

6. Investments, at amortized cost

	<u>2014</u>	<u>2013</u>
	Share Holdings	Market
	Market	Market
Debtentures:		
Gay Lea Foods Co-operative		
5% due November 30, 2022	\$ 6,000	\$ 6,000
Central 1 Credit Union		
Common shares	100	100
The Co-operators Group Limited		
Member shares	12,500	1,250
Class B, series "A" preferred shares	1,127	112,700
Class D, series 2008 (2013 - 9,972)	7,778	777,800
Class D, series 2014	1,793	179,300
Ag Energy Co-operative		
Common shares	1	<u>100</u>
	<u>\$ 1,077,250</u>	<u>\$ 1,117,350</u>

The Co-operators Group Limited Class D shares are automatically redeemable five years from issuance and they pay an annual dividend. The dividend rate for 2014 was 5% (2013 - 5%). These shares can be sold to or purchased from other members of the Co-operators Group Limited.

The Co-operators Group Limited Class B Preferred Shares pay an annual dividend. The dividend rate for 2014 was 5% (2013 - 5%).

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

7. Cash surrender value life insurance

	<u>2014</u>	<u>2013</u>
Matured December 2000	\$ 350,000	\$ 350,000
Matured December 2012	<u>228,191</u>	<u>220,507</u>
	<u>\$ 578,191</u>	<u>\$ 570,507</u>

The life insurance policies are valued at their cash surrender value.

8. Pension liability

The OFA is making voluntary top-up payments to retirees of the Ontario Trusteed Pension Plan ("the insolvent plan") that was wound up in 2012. Using a discount rate of 2.4% (2013 - 2.4%) the future liability of the top-up to 90% for the retirees of the Federation has been estimated at \$215,400 (2013 - \$223,800). During the year ended August 31, 2014 voluntary payments of \$22,407 (2013 - \$23,713) were made to retirees of the Federation who are only receiving 67% of their original pension entitlement from the insolvent plan. A recovery of \$8,400 (2013 - \$16,200) has been recorded in the financial statements reflecting a change in the present value of the liability during the year.

9. Budget

The budget figures as presented were approved by the Board of Directors at the August, 2013 Board meeting and are unaudited.

10. Prior year auditor

The prior year financial statements were reported on by another auditor.

11. Employee future benefits obligation

The Federation has a single employer defined benefit pension plan. Benefits are based upon a percentage of an employee's best average earnings multiplied by pensionable service. As of April 1, 2014 the benefit formula changed to career average. The latest actuarial valuation for funding purposes was performed as at April 1, 2014. The fair value of plan assets and accrued benefit obligation are as follows:

	<u>2014</u>	<u>2013</u>
Fair value of plan assets	\$ 6,707,000	\$ 5,415,900
Accrued benefit obligation	<u>(7,046,000)</u>	<u>(6,050,100)</u>
Employee future benefit obligation	<u>\$ (339,000)</u>	<u>\$ (634,200)</u>

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

11. Employee future benefits (continued)

The effective date of the next required actuarial valuation for funding purposes is April 1, 2015.

The total benefit cost recognized for the year is as follows:

	<u>2014</u>	<u>2013</u>
Current year benefit cost	\$ 94,740	\$ 83,200
Interest on accrued benefit obligation	256,600	308,000
Change in valuation	644,400	-
Reduction of accrual	(14,503)	-
Actual return on plan assets	<u>(865,600)</u>	<u>(377,000)</u>
Employee future benefit expenses	\$ <u>115,637</u>	\$ <u>14,200</u>

Plan assets by asset category are as follows:

	<u>2014</u>	<u>2013</u>
Canadian Fixed Income	33%	37%
Canadian Equity	49%	46%
US Equity	9%	9%
International Equity	<u>9%</u>	<u>8%</u>
	<u>100%</u>	<u>100%</u>

The significant assumptions adopted in measuring the Federation's accrued benefit obligation are as follows:

	<u>2014</u>	<u>2013</u>
Discount rate	4.00%	5.35%
Expected long-term rate of return on plan assets	4.00%	5.50%
Rate of compensation increase	3.00%	3.00%

Other information about the Federation's defined benefit plan is as follows:

	<u>2014</u>	<u>2013</u>
Employer contributions	\$ 425,340	\$ 359,600
Employee contributions	200,340	223,000
Benefits paid	209,400	29,800

The Federation's plan provides that annual contributions to the plan (excluding top-up payments) will be split on a 50/50 basis between employees and the Federation.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

12. Commitments

- a) The Federation is committed to leasing office space and equipment under various operating leases. The minimum annual payments under these leases are as follows:

2015	\$	190,872
2016		144,624
2017		<u>3,920</u>
	\$	<u>339,416</u>

- b) As an accredited farm organization the Federation has a commitment to pay to the L'Union Des Cultivateurs Franco-Ontariens ("UCFO") each year an amount equal to 1.5% of its registration revenue less refunds from the payments received from all farming businesses pursuant to the Farm Registration and Farm Organizations Funding Act 1993 (the 'Act'). This commitment exists for all accredited general farm organizations.
-

13. Project management revenues

The Federation is engaged by various parties to administer the following programs. The Federation's involvement varies by program and is outlined in the respective agreements. The fees earned for these activities are included in income. Where the Federation is active in managing and/or delivering the program, the related revenue and expenses are reported in the statement of operations. Where the Federation has an oversight or an administrative role and the delivery is provided by another party, the activities related to these contracts are reflected in the transactions reported through the project fund accounts of the Federation, and are not included in the statement of operations.

Project management revenues and expenses are comprised of the following:

		<u>2014</u>	<u>2013</u>
Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)	(A) \$	378,322	\$ 295,736
Other		<u>580,446</u>	<u>1,074,111</u>
		<u>\$ 958,768</u>	<u>\$ 1,369,847</u>

- A) The Federation was engaged by OMAFRA to facilitate the development and delivery of conservation technology activities under the direction of the Best Management Practices Project Team. These activities have been carried out in accordance with the Agreement Respecting Support for Technology Transfer Activities under the Canada/Ontario Environmental Sustainability Agreement. These contracts are ongoing.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2014

14. Donations and contributions

The Federation completed three major research projects this year with cooperation and majority funding from the Agricultural Adaption Council. The Federation's contributions relating to these projects are as follows:

	<u>Funds Contributed</u>	<u>Total Project Costs</u>
Developing an Innovative Agricultural Biomass Value Chain Sector	\$188,181	\$ 2,463,541
Development and Testing of Farm Water Protection Plans	15,179	364,595
Development of a Feedstock Business Plan	<u>13,918</u>	<u>183,129</u>
	<u>\$217,278</u>	<u>\$ 3,011,265</u>

15. Project funds received in advance

Project funds received in advance represents unspent project funds. During the year the Federation incurred expenditures and received monies from funding arrangements as follows:

Opening balance	\$852,718
Expenditures relating to prior year funds	(100,154)
Additional monies received in current year	<u>16,070</u>
Closing Balance	<u>\$768,634</u>

16. Financial instruments risk

Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Federation is exposed to credit risk resulting from the possibility that a customer or counterparty to a financial instrument defaults on their financial obligations. The Federation's financial instruments that are exposed to concentrations of credit risk relate primarily to project funds receivable and receivables. This risk has not changed from the previous year.

Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Federation is exposed to other price risks on its investments, which include investments in shares and bonds and on the accrued pension obligation. The risk has not changed from the previous year.

Ontario Federation of Agriculture

Schedule of Income

Year ended August 31, 2014

	Budget 2014 (Note 9)	Actual 2014	Actual 2013
Revenue			
Registration income	\$ 7,169,175	\$ 7,489,170	\$ 10,264,734
Registration refunds – 1,724 refunds (2013 – 2,360)	(344,120)	(336,180)	(462,879)
Registration administration fee	(327,209)	(341,813)	(368,691)
Individual farm members and associate members	210,000	193,874	250,528
Commodity, Co-operative, Educational	<u>14,500</u>	<u>14,500</u>	<u>15,000</u>
Total membership fees	\$ <u>6,722,346</u>	\$ <u>7,019,551</u>	\$ <u>9,698,692</u>
Other income			
Insurance finders' fee	\$ 90,000	\$ 96,138	\$ 75,985
Investment (loss) income, fair value	80,000	214,228	(51,821)
Investment income, amortized cost	80,000	56,356	49,958
Co-operators group limited loyalty program	350,000	179,300	903,148
Project management fees (2013 net of costs of \$59,204)	44,000	0	19,880
Cash surrender value of life insurance (Note 5)	20,000	7,685	9,493
Convention revenue	157,000	146,429	162,143
Member benefit programs	187,500	243,674	147,180
Miscellaneous	<u>10,000</u>	<u>73,683</u>	<u>38,622</u>
Total other income	\$ <u>1,018,500</u>	\$ <u>1,017,493</u>	\$ <u>1,354,588</u>

Ontario Federation of Agriculture

Schedule of Expenses

Year ended August 31, 2014

	Budget 2014 (Note 9)	Actual 2014	Actual 2013
Organizational			
Convention	\$ 236,000	\$ 244,109	\$ 242,639
Canadian Federation of Agriculture meetings	62,000	32,508	31,044
County funding	1,050,000	1,145,550	1,489,470
Executive members	260,000	329,954	261,423
Board of directors	317,000	366,740	289,332
Policy Advisory Council Meetings	73,000	79,327	78,649
Events	130,000	133,802	113,423
Projects	<u>0</u>	<u>0</u>	<u>94,380</u>
	<u>\$ 2,128,000</u>	<u>\$ 2,331,990</u>	<u>\$ 2,600,360</u>
Departments			
Research and policy	\$ 682,500	\$ 674,403	\$ 582,802
Member relations and systems group	289,000	306,694	264,302
Drive forward campaign	67,000	58,589	126,867
Communications	444,000	432,205	360,067
Finance and administration	868,000	896,720	962,474
Field services	1,734,000	1,649,353	1,590,434
Overhead (Note 4)	<u>707,000</u>	<u>703,435</u>	<u>694,360</u>
	<u>\$ 4,791,500</u>	<u>\$ 4,721,399</u>	<u>\$ 4,581,306</u>
Grants and dues			
Canadian Federation of Agriculture	\$ 290,000	\$ 289,407	\$ 283,732
L'Union des Cultivateurs			
Franco-Ontariens	100,000	108,854	102,558
Agricultural Leadership Trust	12,000	12,000	12,000
Farm and Food Care	30,000	30,000	20,000
Agri Food Technologies	2,500	2,500	2,500
Ontario Agri Food Education	5,000	5,000	5,000
Donations and contributions (Note 14)	37,500	240,545	21,003
L.I.C.C. grant	<u>5,000</u>	<u>5,000</u>	<u>5,000</u>
	<u>\$ 482,000</u>	<u>\$ 693,306</u>	<u>\$ 451,793</u>