

Financial Statements

Ontario Federation of Agriculture

August 31, 2019

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Independent Auditor's Report

To the Members of Ontario Federation of Agriculture

Opinion

We have audited the financial statements of Ontario Federation of Agriculture (the Federation), which comprise the statement of financial position as at August 31, 2019, and the statements of changes in net assets, revenue and expenditures and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Federation as at August 31, 2019, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for 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 the Organization 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 Federation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Federation or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Federation'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 judgment and maintain professional scepticism 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 the 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 Federation'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 Federation'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 Federation 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.

Chartered Professional Accountants, Licensed Public Accountants
Guelph, Ontario
November 8, 2019

Ontario Federation of Agriculture Statement of Operations

Year ended August 31	Budget 2019 (Note 9)	2019	2018
Income			
Revenue (Page 19)	\$ 8,155,000	\$ 8,217,728	\$ 8,233,423
Project management revenues (Note 12)	0	558,958	522,021
Other (Page 19)	<u>1,078,000</u>	<u>1,683,022</u>	<u>1,888,843</u>
	<u>9,233,000</u>	<u>10,459,708</u>	<u>10,644,287</u>
Expenses			
Organizational (Page 20)	2,829,000	2,624,217	2,496,496
Departments (Page 20)	5,449,500	5,335,882	5,180,296
Grants and dues (Page 20)	602,000	597,300	565,977
Project management expenses (Note 12)	0	558,958	522,021
Pension liability (Note 8)	22,000	18,155	1,265
Employee future benefits (Note 10)	<u>300,000</u>	<u>166,850</u>	<u>260,732</u>
	<u>9,202,500</u>	<u>9,301,362</u>	<u>9,026,787</u>
Excess of income over expenses	\$ <u>30,500</u>	\$ <u>1,158,346</u>	\$ <u>1,617,500</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

	2019			2018
	Unrestricted	Invested in		
	Net	Capital		
	<u>Assets</u>	<u>Assets</u>	<u>Total</u>	<u>Total</u>
Balance, beginning of year	\$ 8,961,467	\$ 798,570	\$ 9,760,037	\$ 7,484,037
Excess (deficiency) of income over expenses	1,239,446	(81,100)	1,158,346	1,617,500
Unrealized market increase in pension obligation (Note10)	1,152,200	0	1,152,200	658,500
Transfer for purchase of capital assets	<u>(419,324)</u>	<u>419,324</u>	<u>0</u>	<u>0</u>
Balance, end of year	<u>\$ 10,933,789</u>	<u>\$ 1,136,794</u>	<u>\$ 12,070,583</u>	<u>\$ 9,760,037</u>

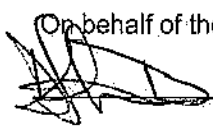

The accompanying notes are an integral part of these financial statements.

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

August 31	2019	2018
Assets		
Current		
Cash (Note 3)	\$ 856,469	\$ 490,860
Short term deposit (Note 3)	1,500,000	1,600,000
Project funds receivable	357,796	289,964
Receivables	93,885	95,202
Employee future benefits obligation (Note 10)	1,984,000	700,200
Prepaid expenses and other assets	<u>121,079</u>	<u>71,453</u>
	4,913,229	3,247,679
Capital assets (Note 4)	1,136,794	798,570
Investments, at fair value (Note 5)	3,727,554	3,649,794
Investments, at amortized cost (Note 6)	3,419,250	3,110,250
Cash surrender value life insurance (Note 7)	<u>268,372</u>	<u>258,007</u>
	\$ 13,465,199	\$ 11,064,300
Liabilities		
Current		
Accounts payable and accrued liabilities	\$ 642,614	\$ 514,098
Project funds received in advance (Note 13)	<u>571,102</u>	<u>607,565</u>
	1,213,716	1,121,663
Pension liability (Note 8)	<u>180,900</u>	<u>182,600</u>
	<u>1,394,616</u>	<u>1,304,263</u>
Net assets		
Net assets invested in capital assets	1,136,794	798,570
Unrestricted net assets	<u>10,933,789</u>	<u>8,961,467</u>
	<u>12,070,583</u>	<u>9,760,037</u>
	\$ 13,465,199	\$ 11,064,300

Commitments (Note 11)

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	2019	2018
Cash from operations		
Excess of income over expenses	\$ 1,158,346	\$ 1,617,500
Non-cash items		
Depreciation	81,100	83,857
Realized gain on investments	(40,969)	(2,572)
Unrealized loss (gain) on investments	96,248	(13,200)
Member loyalty payment received in shares	(309,000)	(393,000)
Defined benefit asset	(1,283,800)	(700,200)
Unrealized change in pension valuation allowance	1,152,200	668,400
Pension expense	0	260,732
Pension liability (Note14)	(1,700)	(18,700)
Cash surrender value of life insurance	(10,365)	(7,500)
	<u>842,060</u>	<u>1,495,317</u>
Net change in non-cash operating working capital		
Receivables	1,317	79,946
Project funds receivable	(67,832)	95,494
Prepaid expenses and other assets	(49,626)	(547)
Accounts payable and accrued liabilities	128,516	66,015
Project funds received in advance	(36,463)	(56,888)
	<u>817,972</u>	<u>1,679,337</u>
Investing activities		
Purchase of investments	(1,963,141)	(2,467,888)
Proceeds from sale of investments	1,830,102	2,357,410
Contributions to pension plan	(0)	(270,800)
Purchase of capital assets	(419,324)	(774,519)
	<u>(552,363)</u>	<u>(1,115,797)</u>
Increase in cash and cash equivalents	265,609	523,540
Cash and cash equivalents, beginning of year	<u>2,090,860</u>	<u>1,567,320</u>
Cash and cash equivalents, end of year	\$ <u>2,356,469</u>	\$ <u>2,090,860</u>
Represented by:		
Cash	\$ 856,469	\$ 490,860
Cash equivalents; short term deposit	<u>1,500,000</u>	<u>1,600,000</u>
	\$ <u>2,356,469</u>	\$ <u>2,090,860</u>

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

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2019

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

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, 2019

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
Buildings	- 4% declining balance

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.

The unrealized market related decrease (increase) in the pension obligation and the valuation allowance have been charged directly to net assets. Market volatility surrounding investments on pension assets and bond rates used to determine pension liabilities will have a significant impact on the funded status of the plan in any given year.

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2019

2. Summary of significant accounting policies (continued)

Current year benefit costs, interest on accrued benefit obligation, administrative costs and interest on plan assets are included in the cost of the plan for the year in the statement of operations.

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 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, and project funds received in advance.

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, 2019

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, 2019 the Federation has not accessed this facility.

The Federation has 2 term deposits as of August 31, 2019. One for \$600,000, bearing interest at 1.775% per annum and maturing September 16, 2019 and another for \$900,000 bearing interest at 1.765% per annum and maturing September 26, 2019.

4. Capital assets

			<u>2019</u>	<u>2018</u>
	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Furniture and equipment	\$ 260,595	\$ 229,754	\$ 30,841	\$ 28,921
Leasehold improvements	82,064	82,064	0	0
Land holdings	668,109	0	668,109	668,166
Buildings	378,887	0	378,887	19,763
Computer hardware	309,672	284,415	25,257	22,119
Computer software	<u>516,694</u>	<u>482,994</u>	<u>33,700</u>	<u>59,601</u>
	<u>\$ 2,216,021</u>	<u>\$ 1,079,227</u>	<u>\$ 1,136,794</u>	<u>\$ 798,570</u>

Depreciation on capital assets for the year \$81,100 (2018 - \$83,857) and has been included in overhead expense.

In 2018, the Federation purchased a parcel of vacant land to build their own office building. The land was purchased for a total cost of \$668,109. The land address is 200 Hanlon Creek Blvd, Guelph Ontario.

The Federation is in the preliminary stages of erecting the building and therefore no depreciation has been taken on the capitalized building costs.

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2019

5. Investments, at fair value

	<u>2019</u>	<u>2018</u>
Bonds:		
Toronto Dominion Bank. 2.68% yield to maturity due September 30, 2020	\$ 523,199	\$ 503,386
Toronto Dominion Bank. 3.39% yield to maturity due July 25, 2024	185,108	0
Enbridge Pipelines Inc. 3.08% yield to maturity due December 11, 2023	0	492,525
Equities:		
Loblaw Cos Ltd 200 (2018 - 200) 5.30% Cumulative 2 nd preferred shares series B at \$25.30 per share (2018 - \$25.18)	5,060	5,036
Bombardier Inc. 19,700 (2018-19,300) 6.25% Cumulative preferred shares series 4 at \$17.50 (2018 - \$22.75) per share	344,750	439,075
Royal Bank of Canada 4,780 (2018 – 6,100) common shares at \$99.58 (2018 - \$103.66) per share	475,992	632,326
Great West Life Inc. 19,000 (2018 - 23,400) 5.15% Non-cumulative 1 st preferred shares series T at \$23.17 per share (2018 – \$23.71)	440,230	554,814
BCE Inc NEW 5,925 (2018 - 11,650) Common shares at \$63.00 (2018 - \$53.20)	373,275	620,129
Brookfield Asset Management 18,900 4.9% Cumulative class A preferred shares S37 at \$20.82 per share	393,498	0

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2019

5. Investments, at fair value (continued)

Great West Life Inc 5.15% Non-cumulative 1 st preferred shares series T 30,575 shares \$23.17 per share	708,423	0
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Mutual Funds:

RBC North America Value Fund 11,264.301 units (2018– 15,571.692 units) at \$24.681 (2018 - \$25.848)	<u>278,019</u>	<u>402,503</u>
	<u>\$ 3,727,554</u>	<u>\$3,649,794</u>

The cost base of the above investments consists of bonds of \$677,950 (2018 - \$1,005,296), equities of \$2,824,453 (2018- \$2,192,073), mutual funds of \$239,943 (2018 - \$331,695).

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2019

6. Investments, at amortized cost

	<u>2019</u>	<u>2018</u>
	Share Holdings	Cost
Debtentures:		
Gay Lea Foods Co-operative 5.00% 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 2014	0	179,300
Class D, series 2015	6,760	676,000
Class D, series 2016	4,000	400,000
Class D, series 2016	1,097	109,700
Class D, series 2017	1,681	168,100
Class D, series 2017	5,640	564,000
Class D, series 2018	3,930	393,000
Class D, series 2018	5,000	500,000
Class D, series 2019	1,793	0
Class D, series 2019	3,090	0
Ag Energy Co-operative Common shares	1	100
	<u>\$ 3,419,250</u>	<u>\$ 3,110,250</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 2019 was 5% (2018 – 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 2019 was 5% (2018 – 5%).

7. Cash surrender value life insurance

Included in this account is one life insurance policy held by the Federation. The remaining balance of \$268,372 (2018 - \$258,007) has been presented at the cash surrender value and presented as long-term asset on the statement of financial position.

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2019

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% (2018 - 3.10%) the future liability of the top-up to 90% for the retirees of the Federation has been estimated at \$180,900 (2018 - \$182,600). During the year ended August 31, 2019 voluntary payments of \$19,855 (2018- \$19,965) were made to retirees of the Federation who are only receiving 67% of their original pension entitlement from the insolvent plan. A recovery of \$1,700 (2018 - \$18,700) 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 2018 Board meeting and are unaudited.

10. 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, 2018. The fair value of plan assets and accrued benefit obligation are as follows:

	<u>2019</u>	<u>2018</u>
Fair value of plan assets	\$ 10,467,700	\$ 9,560,300
Accrued benefit obligation	(8,483,700)	(7,406,100)
Valuation allowance	<u>0</u>	<u>(1,454,000)</u>
Employee future benefit obligation	<u>\$ 1,984,000</u>	<u>\$ 700,200</u>

The effective date of the next required actuarial valuation for funding purposes is April 1, 2019.

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

	<u>2019</u>	<u>2018</u>
Current year benefit cost	\$ 157,350	\$ 160,632
Interest on accrued benefit obligation	445,900	389,600
Administrative costs	40,600	92,300
Interest on plan assets	(560,600)	(453,800)
Interest on valuation allowance	<u>83,600</u>	<u>72,000</u>
Employee future benefit expenses	<u>\$ 166,850</u>	<u>\$ 260,732</u>

Ontario Federation of Agriculture Notes to the Financial Statements

August 31, 2019

10. Employee future benefits obligation (continued)

The total re-measurements and other items recognized in the statement of net assets are as follows:

	<u>2019</u>	<u>2018</u>
Actual return on plan assets	\$ 571,200	\$ 828,100
Interest income on plan assets	(560,600)	(453,800)
Actuarial gains (losses)	(396,000)	294,100
Valuation allowance	<u>1,537,600</u>	<u>(9,900)</u>
	<u>\$ 1,152,200</u>	<u>\$ 658,500</u>

Plan assets by asset category are as follows:

	<u>2019</u>	<u>2018</u>
Canadian Fixed Income	37%	37%
Canadian Equity	31%	31%
US Equity	16%	16%
International Equity	<u>16%</u>	<u>16%</u>
	<u>100%</u>	<u>100%</u>

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

	<u>2019</u>	<u>2018</u>
Discount rate	5.75%	5.75%
Expected long-term rate of return on plan assets	4.00%	4.00%
Rate of compensation increase	3.00%	3.00%

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

	<u>2019</u>	<u>2018</u>
Employer contributions	\$ 297,100	\$ 270,800
Employee contributions	305,000	310,500
Benefits paid	225,300	221,600

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, 2019

11. 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:

2020	\$	12,355
2021		8,867
2022		8,867
2023		1,478
	\$	<u>31,567</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.
- c) On June 19, 2019 the Federation entered into a stipulated building agreement with Devlan Construction Ltd. to construct the new head office. The contract is for a fixed price of \$3,047,208 plus HST.
- d) On September 23, 2019 the Federation also signed a non-revolving construction loan with Scotiabank. The tenure of the loan is from March 2020 to March 2021. The loan is for \$2,400,000 at an interest rate of prime plus 0.25%. The loan is secured under a general security agreement ranking behind the Federation's credit union.

12. 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>2019</u>	<u>2018</u>
Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)	(A)	\$ 15,401	\$ 15,454
Other		<u>543,557</u>	<u>506,567</u>
		<u>\$ 558,958</u>	<u>\$ 522,021</u>

Ontario Federation of Agriculture

Notes to the Financial Statements

August 31, 2019

12. Project management revenues (continued)

- 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.
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13. 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:

	<u>2019</u>	<u>2018</u>
Opening balance	\$607,565	\$664,453
Expenditures incurred	(327,770)	(133,840)
Additional monies received in current year	<u>291,307</u>	<u>76,952</u>
Closing Balance	<u>\$571,102</u>	<u>\$607,565</u>

14. 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, 2019

	Budget 2019 (Note 9)	Actual 2019	Actual 2018
Revenue			
Registration income	\$ 8,570,000	\$ 8,629,875	\$ 8,661,330
Registration refunds – 1,115 refunds (2018 – 1,223)	(292,000)	(250,815)	(275,085)
Registration administration fee	(386,000)	(388,153)	(389,576)
Individual farm members and associates	250,000	215,321	222,754
Commodity, Co-operative, Educational	<u>13,000</u>	<u>11,500</u>	<u>14,000</u>
Total membership fees	\$ <u>8,155,000</u>	\$ <u>8,217,728</u>	\$ <u>8,233,423</u>
Other income			
Insurance finders' fee	\$ 120,000	\$ 44,664	\$ 52,675
Investment (loss) income, fair value	50,000	(55,279)	15,772
Investment income, amortized cost	50,000	204,702	160,700
Co-operators group limited loyalty program	250,000	618,686	786,046
Project management fees	12,000	12,000	12,000
Cash surrender value of life insurance (Note 5)	5,000	10,365	7,500
Convention revenue	141,000	146,988	134,583
Dividend income	55,000	127,822	104,416
Member benefit programs	355,000	543,712	558,816
Miscellaneous	<u>40,000</u>	<u>29,362</u>	<u>56,335</u>
Total other income	\$ <u>1,078,000</u>	\$ <u>1,683,022</u>	\$ <u>1,888,843</u>

Ontario Federation of Agriculture Schedule of Expenses

Year ended August 31, 2019

	Budget 2019 (Note 9)	Actual 2019	Actual 2018
Organizational			
Convention	\$ 298,000	\$ 276,986	\$ 286,992
Canadian Federation of Agriculture meetings	46,000	39,689	32,802
County funding	1,214,000	1,259,907	1,148,790
Executive members	405,000	322,291	308,439
Board of directors	422,000	427,378	352,618
Policy Advisory Council Meetings	140,000	86,435	82,555
Public Relations	75,000	7,076	61,415
Events	229,000	204,455	222,885
	<u>\$ 2,829,000</u>	<u>\$ 2,624,217</u>	<u>\$ 2,496,496</u>
Departments			
Research and policy	\$ 884,500	\$ 811,641	\$ 852,156
Member relations and systems group	122,000	133,622	98,940
Communications	521,000	489,482	400,433
Finance and administration	1,445,000	1,494,968	1,491,488
Field services	1,781,000	1,695,183	1,651,113
Overhead (Note 4)	696,000	710,986	686,166
	<u>\$ 5,449,500</u>	<u>\$ 5,335,882</u>	<u>\$ 5,180,296</u>
Grants and dues			
Canadian Federation of Agriculture	\$ 320,000	\$ 317,436	\$ 310,191
L'Union des Cultivateurs			
Franco-Ontariens	124,000	125,742	108,658
Agricultural Leadership Trust	13,000	13,000	13,000
Farm and Food Care	30,000	30,000	30,000
Natural Sciences and Engineering			
Research Council of Canada Project	0	25,000	0
4R Program	0	10,000	0
Agri Food Technologies	2,500	2,500	2,500
AgScape	5,000	5,000	5,000
Donations and contributions	17,500	31,354	28,075
Canadian Ag Human Resource Council	10,000	10,000	10,000
Research grants	75,000	22,268	53,553
L.I.C.C. grant	5,000	5,000	5,000
	<u>\$ 602,000</u>	<u>\$ 597,300</u>	<u>\$ 565,977</u>