

**ONTARIO BEAN GROWERS**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

**ONTARIO BEAN GROWERS**  
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**YEAR ENDED AUGUST 31, 2020**

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## INDEPENDENT AUDITOR'S REPORT

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To the Members of: Ontario Bean Growers

### Opinion

We have audited the accompanying financial statements of Ontario Bean Growers, which comprise the statement of financial position as at August 31, 2020 and the statements of changes in net assets, 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 Bean Growers as at August 31, 2020 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not for profit organizations.

### Basis of Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of Ontario Bean Growers 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 organization'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 organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization'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 organization'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 organization'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 organization 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  
November 26, 2020

Chartered Professional Accountants  
Licensed Public Accountants

**ONTARIO BEAN GROWERS**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT AUGUST 31, 2020**

	General (Unrestricted)	Research (Internally Restricted)	Reserve (Internally Restricted)	2020	2019
<b>ASSETS</b>					
<b>CURRENT</b>					
Cash	\$ 719,450	\$ 0	\$ 0	\$ 719,450	\$ 71,122
Short term investments (note 5)	928,620	0	318,526	1,247,146	1,120,059
Accounts receivable	5,980	0	0	5,980	7,480
Grants receivable	125,997	0	0	125,997	83,151
Government remittances refundable	13,291	0	0	13,291	9,706
Due (to) from reserve fund	(245,946)	141,153	104,793	0	0
Prepaid expenses	<u>1,585</u>	<u>0</u>	<u>0</u>	<u>1,585</u>	<u>6,585</u>
	1,548,977	141,153	423,319	2,113,449	1,298,103
<b>LONG TERM INVESTMENTS</b>					
(note 5)	<u>454,748</u>	<u>0</u>	<u>155,983</u>	<u>610,731</u>	<u>1,029,062</u>
	<u>\$ 2,003,725</u>	<u>\$ 141,153</u>	<u>\$ 579,302</u>	<u>\$ 2,724,180</u>	<u>\$ 2,327,165</u>
<b>LIABILITIES</b>					
<b>CURRENT</b>					
Accounts payable and accrued liabilities	<u>\$ 430,792</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 430,792</u>	<u>\$ 180,567</u>
<b>NET ASSETS</b>					
<b>NET ASSETS</b>	<u>1,572,933</u>	<u>141,153</u>	<u>579,302</u>	<u>2,293,388</u>	<u>2,146,598</u>
	<u>\$ 2,003,725</u>	<u>\$ 141,153</u>	<u>\$ 579,302</u>	<u>\$ 2,724,180</u>	<u>\$ 2,327,165</u>

**ONTARIO BEAN GROWERS**  
**STATEMENT OF CHANGES IN NET ASSETS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

	<b>General</b> (Unrestricted)	<b>Research</b> (Internally Restricted)	<b>Reserve</b> (Internally Restricted)	<b>2020</b>	<b>2019</b>
<b>NET ASSETS, beginning of year</b>	\$ 1,431,781	\$ 0	\$ 714,817	\$ 2,146,598	\$ 2,103,116
Net revenues over expenses (expenses over revenues) for the year	282,305	0	(135,515)	146,790	43,482
Transfer (note 2(a))	<u>(141,153)</u>	<u>141,153</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>NET ASSETS, end of year</b>	<u>\$ 1,572,933</u>	<u>\$ 141,153</u>	<u>\$ 579,302</u>	<u>\$ 2,293,388</u>	<u>\$ 2,146,598</u>

**ONTARIO BEAN GROWERS**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

	General (Unrestricted)	Reserve (Internally Restricted)	2020	2019
<b>REVENUES</b>				
Licence fees (note 3)	\$ 982,670	\$ 0	\$ 982,670	\$ 841,522
Grants	179,335	0	179,335	168,079
Interest income	40,200	14,485	54,685	53,704
Sponsorships	8,050	0	8,050	14,350
	<u>1,210,255</u>	<u>14,485</u>	<u>1,224,740</u>	<u>1,077,655</u>
<b>EXPENSES</b>				
Research	425,613	105,230	530,843	608,855
Promotion	191,682	44,770	236,452	104,954
Consulting	144,720	0	144,720	142,636
Memberships and affiliations	44,477	0	44,477	41,604
Directors fees and expenses	38,862	0	38,862	64,038
Producer relations	27,086	0	27,086	18,377
Rent	14,600	0	14,600	12,800
Office	14,593	0	14,593	13,391
Information technology	12,000	0	12,000	12,000
Professional fees	9,821	0	9,821	11,174
Insurance	4,144	0	4,144	3,880
Interest and bank charges	352	0	352	464
	<u>927,950</u>	<u>150,000</u>	<u>1,077,950</u>	<u>1,034,173</u>
<b>NET REVENUES OVER EXPENSES (EXPENSES OVER REVENUES) for the year</b>	<u>\$ 282,305</u>	<u>\$ (135,515)</u>	<u>\$ 146,790</u>	<u>\$ 43,482</u>

**ONTARIO BEAN GROWERS**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

	<b>2020</b>	<b>2019</b>
<b>CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES</b>		
Excess of revenues over expenses for the year	\$ 146,790	\$ 43,482
Changes in non-cash working capital		
Accounts receivable	1,500	(2,097)
Grants receivable	(42,846)	(44,115)
Government remittances refundable	(3,585)	2,302
Prepaid expenses	5,000	(5,000)
Accounts payable and accrued liabilities	<u>250,225</u>	<u>(140,570)</u>
	<u>357,084</u>	<u>(145,998)</u>
<b>CASH (USED IN) INVESTING ACTIVITIES</b>		
Withdrawals from (contributions to) investments	<u>291,244</u>	<u>(357,954)</u>
<b>NET INCREASE (DECREASE) IN CASH</b>	648,328	(503,952)
<b>NET CASH, BEGINNING OF YEAR</b>	<u>71,122</u>	<u>575,074</u>
<b>NET CASH, END OF YEAR</b>	<u>\$ 719,450</u>	<u>\$ 71,122</u>



**ONTARIO BEAN GROWERS**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

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**1. NATURE OF ORGANIZATION**

Ontario Bean Growers is a not for profit organization formed under the Farm Products Marketing Act without share capital. The Board is regulated under the Ontario Farm Products Marketing Commission. Ontario Bean Growers is exempt from income tax. Its purpose is to record Ontario white and coloured beans, and market a portion of the crop on behalf of the producers of Ontario.

**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

General fund

The general fund reports resources available for the organization's general operating activities. This fund is unrestricted.

Research reserve

The research reserve reports resources that are not to be held as endowments and are, therefore, disbursed on a current basis for research and promotion activities. This fund is internally restricted. A motion was carried in the year to transfer 50% (\$141,153) of the general fund surplus to the research reserve.

White Pea Bean Producers' Special Reserve Fund

The reserve fund reports resources that are not to be held as endowments and are, therefore, disbursed on a current basis for the exclusive purpose of administration of the fund investments, as well as research and promotion activities related to producing and marketing white pea beans that benefit white pea bean producers in Ontario. Annual spending shall not exceed \$150,000 in any fiscal year. This fund is internally restricted.

(b) REVENUE RECOGNITION

The organization follows the restricted fund method of accounting for contributions in which externally restricted contributions are recognized upon receipt in the appropriate fund corresponding to the purpose for which they were contributed. Externally restricted contributions of the general fund are recognized as revenue when the related expenditure occurs. Unrestricted contributions are recognized in the general fund when received or receivable and collection is reasonably assured.

Grant revenue is recognized when the related expenditures have been incurred.

Revenue from licences and bean pool sales are recognized when received.

Interest income is recognized as revenue when earned.

(c) USE OF ESTIMATES

The preparation of financial statements in conformity with Canadian generally accepted accounting principles 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. Actual results could differ from those estimates.

**ONTARIO BEAN GROWERS**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

(d) **FINANCIAL INSTRUMENTS**

Measurement of financial instruments

The organization initially measures its financial assets and liabilities at fair value.

The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments, which are measured at fair value.

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 net surplus. 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 net surplus.

Transaction costs

The organization recognizes its transaction costs in net income in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

**3. LICENCE FEES**

Licence fees are charged to all growers. The fees were \$6.80 per tonne for the 2020 crop (2019 - \$6.80).

**4. FINANCIAL INSTRUMENTS**

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

The extent of the organization's exposure to these risks did not change in 2020 compared to the previous period.

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

**ONTARIO BEAN GROWERS**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED AUGUST 31, 2020**

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**5. INVESTMENTS**

Investments consist of:

	<b>2020</b>	<b>2019</b>
Meridian GIC, 2.9% interest, matured November 28, 2019	\$ 0	\$ 613,156
Meridian GIC, 3% interest, matured August 1, 2020	0	356,070
Meridian GIC, 2.2% interest, matured February 29, 2020	0	150,832
Scotiabank GIC, 2.34% interest, maturing November 20, 2020	283,097	283,080
Meridian GIC, 2.35% interest, maturing May 31, 2021	208,581	203,779
Meridian GIC, 2.35% interest, maturing May 31, 2021	346,400	338,425
Meridian GIC, 2.35% interest, maturing May 31, 2021	208,580	203,779
Meridian GIC, 1.35% interest, maturing June 26, 2021	200,488	0
Meridian GIC, 2.40% interest, maturing December 3, 2022	<u>610,731</u>	<u>0</u>
	1,857,877	2,149,121
Less current portion:	<u>1,247,146</u>	<u>1,120,059</u>
	<u>\$ 610,731</u>	<u>\$ 1,029,062</u>
General Fund	\$ 1,383,368	\$ 1,539,097
Reserve Fund	<u>474,509</u>	<u>610,024</u>
	<u>\$ 1,857,877</u>	<u>\$ 2,149,121</u>

**6. COMMITMENTS**

The organization has committed to various research projects. Future expected research commitments are as follows:

2021	\$ 365,104
2022	<u>277,474</u>
	<u>\$ 642,578</u>

The organization has committed to a contract for consulting and administration services. Future expected commitments are as follows:

2021	\$ <u>135,000</u>
2022	

**7. MATERIAL UNCERTAINTY DUE TO COVID-19**

During the year and subsequent to year end, the Novel Coronavirus (COVID-19) significantly impacted the economy in Canada and globally. 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. This may impact the timing and amounts realized on the organization's assets and its future ability to deliver all services.