

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Financial Statements

Year Ended March 31, 2019

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

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Year Ended March 31, 2019

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INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

To the Members of Canadian Certified Crop Advisor Association

We have reviewed the accompanying financial statements of Canadian Certified Crop Advisor Association which comprise the statement of financial position as at March 31, 2019 and March 31, 2018 and the statements of revenue and expenditures, changes in net assets and cash flow for the years 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.

Practitioner's Responsibility for the Financial Statements

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

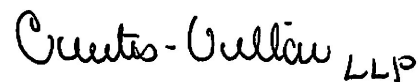
A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these financial statements do not present fairly, in all material respects, the financial position of Canadian Certified Crop Advisor Association as at March 31, 2019 and March 31, 2018, and the results of its operations and its cash flow for the years then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Guelph, Ontario
June 13, 2019



CURTIS-VILLAR LLP
Chartered Professional Accountants
Licensed Public Accountants

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Statement of Financial Position

As at March 31, 2019

	2019	2018
ASSETS		
CURRENT		
Cash	\$ 154,962	108,630
Accounts receivable	1,094	153
Harmonized sales tax recoverable	1,872	67
Prepaid expenses	918	918
	\$ 158,846	\$ 109,768
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable and accrued liabilities	\$ 41,276	1,800
Deferred revenue <i>(Note 3)</i>	60,278	58,010
Due to related parties <i>(Note 4)</i>	11,172	-
	112,726	59,810
NET ASSETS		
Contributed surplus <i>(Note 2)</i>	23,595	23,595
General fund	22,525	26,363
	46,120	49,958
	\$ 158,846	\$ 109,768

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Statement of Revenue and Expenditures

Year Ended March 31, 2019

	2019	%	2018	%
REVENUE				
Membership fees	\$ 77,737	30.59	\$ 72,053	29.23
Conference registrations	66,575	26.20	64,295	26.08
Conference sponsorships	27,879	10.97	26,500	10.75
Exam fees	25,065	9.86	23,565	9.56
Pre-exam registrations	13,725	5.40	12,675	5.14
Study guide sales	13,582	5.34	15,558	6.31
Soil and water	10,000	3.93	10,825	4.39
4R revenue	6,490	2.55	5,667	2.30
Advertising revenue	5,490	2.16	4,975	2.02
Auction	4,588	1.81	6,265	2.54
Award of excellence sponsorship	2,000	0.79	2,000	0.81
CCA media training	825	0.32	1,404	0.57
Marketing revenue	180	0.07	750	0.30
	254,136	99.99	246,532	100.00
EXPENSES				
Meetings and conventions	73,806	29.04	62,738	25.45
General administration (<i>Note 5</i>)	63,375	24.94	53,625	21.75
ICCA annual fees remitted	24,305	9.56	23,475	9.52
Office	18,705	7.36	12,968	5.26
ICCA examination fees remitted	15,480	6.09	15,360	6.23
Study guides	12,957	5.10	22,527	9.14
Conference administration (<i>Note 5</i>)	10,875	4.28	9,844	3.99
Pre-exam expenses	9,207	3.62	8,145	3.30
Soil and water expenditures	6,969	2.74	4,350	1.76
Newsletter expenditure	6,114	2.41	5,798	2.35
Auction purchases	4,597	1.81	6,265	2.54
Advertising and promotion	4,065	1.60	5,339	2.17
ICCA meeting expense	2,994	1.18	2,675	1.09
Exam expenses	2,430	0.96	1,851	0.75
Award of excellence	1,163	0.46	2,134	0.87
CCA media training	600	0.24	4,528	1.84
RMS expenses	332	0.13	-	-
	257,974	101.52	241,622	98.01
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES	\$ (3,838)	(1.53)	\$ 4,910	1.99

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Statement of Changes in Net Assets

Year Ended March 31, 2019

	2019	2018
NET ASSETS - BEGINNING OF YEAR	\$ 26,363	\$ 21,453
Excess of revenue over expenditures	<u>(3,838)</u>	<u>4,910</u>
NET ASSETS - END OF YEAR	<u>\$ 22,525</u>	<u>\$ 26,363</u>

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Statement of Cash Flow
Year Ended March 31, 2019

	2019	2018
OPERATING ACTIVITIES		
Excess of revenue over expenses	\$ (3,838)	\$ 4,910
Changes in non-cash working capital:		
Accounts receivable	(941)	-
Accounts payable and accrued liabilities	39,476	(9,193)
Deferred income	2,268	4,942
Harmonized sales tax payable	(1,805)	(4,534)
	<u>38,998</u>	<u>(8,785)</u>
Cash flow from (used by) operating activities	<u>35,160</u>	<u>(3,875)</u>
FINANCING ACTIVITY		
Advances from related parties	<u>11,172</u>	-
INCREASE (DECREASE) IN CASH FLOW	46,332	(3,875)
Cash - beginning of year	<u>108,630</u>	<u>112,505</u>
CASH - END OF YEAR	\$ 154,962	\$ 108,630
CASH CONSISTS OF:		
Cash	<u>\$ 154,962</u>	<u>\$ 108,630</u>

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Notes to Financial Statements

Year Ended March 31, 2019

1. DESCRIPTION OF BUSINESS

The association was incorporated in November 2009 under the provisions in the Canada Corporations Act as a not-for-profit entity. The objectives of the association are to establish and maintain Certified Crop Advisor standards for knowledge, experience and ethical conduct and continuing education.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPO).

Tax exempt status

Canadian Certified Crop Advisor Association is a not-for-profit organization and is therefore exempt from income taxes.

Cash and cash equivalents

Cash and cash equivalents consists of bank balances and cash on hand.

Revenue recognition

Canadian Certified Crop Advisor Association follows the deferral method of accounting for contributions.

Restricted contributions are recognized as revenue in the year in which the related expenditures are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Grants, study guide sales, sponsorships and advertising, and conference, exam and event registrations, are recognized as revenue when received or receivable if the amount can be reasonably estimated and collection is reasonably assured.

Membership fees are recognized on a straight-line basis over the course of the year.

Contributed services

The operations of the organization depend on the contribution of time by volunteers. The fair value of donated services cannot be reasonably determined and are therefore not reflected in these financial statements.

Contributed surplus

Contributed surplus represents the excess of assets over liabilities held by the association at the date of incorporation.

Financial instruments policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

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Notes to Financial Statements

Year Ended March 31, 2019

3. DEFERRED REVENUE

	<u>2019</u>	<u>2018</u>
Balance, beginning of year	\$ 58,010	\$ 53,068
Less: amount recognized as revenue in the year	(58,010)	(53,068)
Add: amount deferred during the year	60,278	58,010
	<hr/>	<hr/>
Balance, end of year	\$ 60,278	\$ 58,010

The organization charges an annual fee to its members. The annual fee is from January through December each year. The deferred portion of the annual fee represents the April - December portion of the annual fee and will be recognized as revenue in the next fiscal year.

4. DUE TO RELATED PARTIES

	<u>2019</u>	<u>2018</u>
Fitzgerald & Co.	\$ 11,172	\$ -

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related party. Related party expenses are paid within 30 days of invoicing.

5. RELATED PARTY TRANSACTIONS

The following is a summary of the organization's related party transactions:

	<u>2019</u>	<u>2018</u>
Fitzgerald & Co.		
<i>Business operated by the secretary-treasurer of the organization</i>		
Project, event and office administration	\$ 74,250	\$ 63,469

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

6. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of March 31, 2019.

(a) Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The company is exposed to credit risk from members. The company has a significant number of customers which minimizes concentration of credit risk.

(continues)

CANADIAN CERTIFIED CROP ADVISOR ASSOCIATION

Notes to Financial Statements

Year Ended March 31, 2019

6. FINANCIAL INSTRUMENTS (*continued*)

(b) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The company is exposed to this risk mainly in respect of its receipt of funds from its members and other related sources and accounts payable.

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