

Keystone Agricultural Producers Inc.
Financial Statements
October 31, 2024

Keystone Agricultural Producers Inc.

Contents

For the year ended October 31, 2024

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Independent Auditor's Report

To the Members of Keystone Agricultural Producers Inc.:

Opinion

We have audited the financial statements of Keystone Agricultural Producers Inc. (the "Organization"), which comprise the statement of financial position as at October 31, 2024, and the statements of operations and changes in net assets 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 Organization as at October 31, 2024, 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 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.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information presented in the attached schedules 1-7 is unaudited and presented for the purpose of additional analysis and is not a required part of the financial statements.

Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. We obtained the annual report prior to the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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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 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 judgment 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 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 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.

Winnipeg, Manitoba

February 3, 2025

MNP LLP

Chartered Professional Accountants

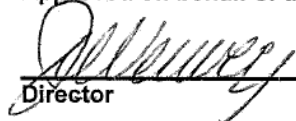
Keystone Agricultural Producers Inc.

Statement of Financial Position

As at October 31, 2024

	2024	2023
Assets		
Current		
Cash	358,477	753,724
Accounts receivable	668,643	249,547
Prepaid expenses	43,312	20,994
Investments (Note 3)	721,399	655,406
	1,791,831	1,679,671
Investment in The Co-operators Group Limited (Note 4)	104,000	104,000
Capital assets (Note 5)	76,772	102,074
	1,972,603	1,885,745
Liabilities		
Current		
Accounts payable (Note 6)	98,963	64,300
Producer refunds payable	156,913	315,860
Unclaimed membership refunds	19,539	48,909
Unearned membership fees	18,812	1,737
Deferred revenue (Note 7)	12,615	25,600
	306,842	456,406
Net Assets		
Net assets, end of year	1,665,761	1,429,339
	1,972,603	1,885,745

Approved on behalf of the Board


Director


Director

The accompanying notes are an integral part of these financial statements

Keystone Agricultural Producers Inc.
Statement of Operations and Changes in Net Assets
For the year ended October 31, 2024

	2024	2023
Revenue		
Individual memberships	1,359,396	1,130,588
Province of Manitoba	632,519	399,060
Supporter revenue	121,842	91,485
Loyalty payment	112,154	124,589
Miscellaneous	51,451	49,715
Other donations	49,167	32,609
Corporate partner	48,909	55,547
Commodity group	29,500	35,500
Interest revenue	20,102	28,361
Corporate partner	15,000	15,000
Young Farmers' Committee	-	2,513
	2,440,040	1,964,967

Continued on next page

Keystone Agricultural Producers Inc.
Statement of Operations and Changes in Net Assets
For the year ended October 31, 2024

	2024	2023
Expenses		
Advisory council meetings	1,575	8,159
Amortization	25,302	26,438
Annual meeting	145,354	149,787
Audit fee	18,500	21,000
Bank charges	5,488	5,465
Board meetings	30,025	28,716
Canadian Federation of Agriculture membership	75,831	80,410
Committee expense	3,962	10,448
Communications	8,642	55,081
Contract/research	74,136	49,400
Development and recruitment	8,106	1,842
District meetings	7,400	4,153
Environmental Farm Plan - program expenses (Schedule 5)	340,312	229,635
Farm Safety - program expenses (Schedule 6)	6,060	49,389
Grants	22,187	20,804
Information technology consulting	41,862	41,737
Insurance	7,859	7,276
Leases	7,011	7,403
Legal and professional	67,011	59,040
Office	68,293	34,465
Outreach and engagement	36,458	-
Postage	27,806	24,380
President's deductions	2,611	2,071
President's expenses	35,190	31,993
President's per diem	48,771	45,921
Rent	160,130	152,501
Salaries and wages (Schedule 2, 6)	758,329	640,782
Staff benefits	87,655	70,213
Staff travel	78,485	66,153
Telephone	12,196	13,288
Vice President's deductions	1,113	1,218
Vice President's expenses	21,020	22,725
Vice President's per diems	22,250	28,887
Young Farmers' Committee	-	7,078
	2,256,930	1,997,858
Excess (deficiency) of revenue over expenses before other items	183,110	(32,891)
Other items		
Unrealized gain (loss) on investments	53,312	(3,728)
Excess (deficiency) of revenue over expenses	236,422	(36,619)
Net assets, beginning of year	1,429,339	1,465,958
Net assets, end of year	1,665,761	1,429,339

The accompanying notes are an integral part of these financial statements

Keystone Agricultural Producers Inc.
Statement of Cash Flows
For the year ended October 31, 2024

	2024	2023
Cash provided by (used for) the following activities		
Operating		
Excess (deficiency) of revenue over expenses	236,422	(36,619)
Amortization	25,302	26,438
Unrealized (gain) loss on investments	(53,312)	3,728
	208,412	(6,453)
Changes in working capital accounts		
Accounts receivable	(419,096)	19,557
Prepaid expenses	(22,318)	(16,278)
Accounts payable	34,663	9,690
Producer refunds payable	(158,947)	185,466
Unclaimed membership refunds	(29,370)	(6,638)
Unearned membership fees	17,075	(32,582)
Deferred revenue	(12,985)	(97,053)
	(382,566)	55,709
Investing		
Purchase of capital assets	-	(4,860)
Net sale (purchase of investments)	(12,681)	(12,335)
	(12,681)	(17,195)
Increase (decrease) in cash resources	(395,247)	38,514
Cash resources, beginning of year	753,724	715,210
Cash resources, end of year	358,477	753,724

The accompanying notes are an integral part of these financial statements

1. Incorporation and nature of the organization

Keystone Agricultural Producers Inc. (the "Organization") is a non-for-profit organization incorporated without share capital. Its purpose is to promote the interest of Manitoba agricultural producers. The Organization is exempt from income taxes under Section 149 of The Income Tax Act. In order to maintain its status as a registered not for profit organization under The Income Tax Act, the Organization must meet certain requirements specified within The Income Tax Act. It is the opinion of management that these requirements have been met.

2. 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:

Cash

Cash includes balances with bank. Cash subject to restrictions that prevent its use for current purposes is included as restricted cash.

Investments

Investments consist of guaranteed investment certificates, equities, and bonds. The guaranteed investment certificates are recorded at cost, less any provision for other than temporary impairment. Equities and bonds are recorded at fair value.

Investment in The Co-operators Group Limited

The investment in The Co-operators Group Limited consists of preferred shares and is recorded at cost less reduction for impairment, if any. Impairment losses are recognized when estimated undiscounted future cash flows from related loyalty payment revenue and future disposal, if any, are less than the asset's carrying amount. Impairment is measured as the amount by which the asset's carrying value exceeds its fair value. Any impairment is included in the statement of operations for the year.

Capital assets

Capital asset acquisitions are recorded at cost. Amortization is provided using the following rates and methods intended to amortize the cost of assets over their estimated useful lives. In the year of acquisition, one-half of the rates below are used to calculate amortization.

	Method	Rate
Computer equipment	declining balance	30 %
Computer software	declining balance	100 %
Equipment	declining balance	20 %
Leasehold improvements	straight-line	10 years

Long-lived assets

Long-lived assets consist of capital assets. Long-lived assets held for use are measured and amortized as described in the applicable accounting policies.

The Organization performs impairment testing on long-lived assets held for use whenever events or changes in circumstances indicate that the carrying value of an asset, or group of assets, may not be recoverable. Impairment losses are recognized when undiscounted future cash flows from its use and disposal are less than the asset's carrying amount. Impairment is measured as the amount by which the asset's carrying value exceeds its fair value. Any impairment is included in the statement of operations for the year.

Unclaimed membership refunds liability

The unclaimed membership refunds liability is a provision for uncashed producer refund cheques outstanding for more than 6 months.

2. Significant accounting policies *(Continued from previous page)*

Revenue recognition

The Organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which qualifying expenses 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.

Membership revenue is recognized upon receipt of the membership fee by either a designated purchaser or directly by the Organization. When members prepay fees, the revenue is deferred until the year that the membership relates to.

When members have only paid partial membership fees, the fees are recorded as unrestricted revenue from the producers until such time as the producer has either paid up the full amount of the membership fee, or at year-end, is recorded as supporter revenue. Such unrestricted donations are included in supporter revenue in the statement of operations and changes in net assets.

Unclaimed membership refunds revenue represents uncashed cheques that have been recognized as revenue. The amounts are recognized as revenue when 1 full year has past since the amounts were recognized as unclaimed membership refund liabilities.

Interest and other revenues are recognized in the period in which it is earned.

Leases

A lease that transfers substantially all of the benefits and risks of ownership is classified as a capital lease. At the inception of a capital lease, an asset and a payment obligation are recorded at an amount equal to the lesser of the present value of the minimum lease payments and the property's fair market value. Assets under capital leases are amortized on a declining balance basis, over their estimated useful lives. All other leases are accounted for as operating leases and rental payments are expensed as incurred.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period.

Accounts receivable are stated after evaluation as to their collectability and an appropriate allowance for doubtful accounts is provided where considered necessary. No allowance was considered necessary for 2024 and 2023. Producer refunds payable represents the Organization's estimate of non-membership fees collected from producers which, given the information available, the Organization will be able to repay to the producers. Amortization is based on the estimated useful lives of capital assets.

These estimates and assumptions are reviewed periodically and, as adjustments become necessary they are reported in operations in the periods in which they become known.

Financial instruments

The Organization recognizes financial instruments when the Organization becomes party to the contractual provisions of the financial instrument.

Arm's length financial instruments

Financial instruments originated/acquired or issued/assumed in an arm's length transaction ("arm's length financial instruments") are initially recorded at their fair value.

At initial recognition, the Organization may irrevocably elect to subsequently measure any arm's length financial instrument at fair value. The Organization has not made such an election during the year.

Keystone Agricultural Producers Inc.

Notes to the Financial Statements

For the year ended October 31, 2024

2. Significant accounting policies *(Continued from previous page)*

The Organization subsequently measures investments in equity instruments quoted in an active market and all derivative instruments, except those designated in a qualifying hedging relationship or that are linked to, and must be settled by delivery of, unquoted equity instruments of another entity, at fair value. Fair value is determined by published price quotations. Investments in equity instruments not quoted in an active market and derivatives that are linked to, and must be settled by delivery of, unquoted equity instruments of another entity, are subsequently measured at cost less impairment. With the exception of financial liabilities indexed to a measure of the Organization's performance or value of its equity and those instruments designated at fair value, all other financial assets and liabilities are subsequently measured at amortized cost.

Transaction costs and financing fees directly attributable to the origination, acquisition, issuance or assumption of financial instruments subsequently measured at fair value are immediately recognized in excess (deficiency) of revenue over expenses. Conversely, transaction costs and financing fees are added to the carrying amount for those financial instruments subsequently measured at cost or amortized cost.

Financial asset impairment

The Organization assesses impairment of all its financial assets measured at cost or amortized cost. The Organization groups assets for impairment testing when no asset is individually significant. Management considers whether the issuer is having significant financial difficulty in determining whether objective evidence of impairment exists. When there is an indication of impairment, the Organization determines whether it has resulted in a significant adverse change in the expected timing or amount of future cash flows during the year.

With the exception of related party debt instruments and related party equity instruments initially measured at cost, the Organization reduces the carrying amount of any impaired financial assets to the highest of: the present value of cash flows expected to be generated by holding the assets; the amount that could be realized by selling the assets at the statement of financial position date; and the amount expected to be realized by exercising any rights to collateral held against those assets.

For related party debt instruments initially measured at cost, the Organization reduces the carrying amount of the asset (or group of assets), to the highest of: the undiscounted cash flows expected to be generated by holding the asset, or group of similar assets, excluding the interest and dividend payments of the instrument; the present value of cash flows expected to be generated by holding the assets; the amount that could be realized by selling the assets at the statement of financial position date; and the amount expected to be realized by exercising any rights to collateral held against those assets.

For related party equity instruments initially measured at cost, the Organization reduces the carrying amount of the asset (or group of assets), to the amount that could be realized by selling the asset(s) at the statement of financial position date.

Any impairment, which is not considered temporary, is included in current year excess (deficiency) of revenue over expenses.

The Organization reverses impairment losses on financial assets when there is a decrease in impairment and the decrease can be objectively related to an event occurring after the impairment loss was recognized. The amount of the reversal is recognized in excess (deficiency) of revenue over expenses in the year the reversal occurs.

3. Investments

	2024	2023
Cash held in investment portfolio	223,074	245,380
Equities and bonds (book value of \$441,406)	498,325	410,026
	721,399	655,406

4. Investment in The Co-operators Group Limited

The Organization is a member of The Co-operators Group Limited and holds an investment consisting of preferred shares.

Keystone Agricultural Producers Inc.
Notes to the Financial Statements
For the year ended October 31, 2024

5. Capital assets

	Cost	Accumulated amortization	2024 Net book value
Computer equipment	83,094	73,819	9,275
Computer software	7,770	7,770	-
Equipment	66,724	59,142	7,582
Leasehold improvements	198,300	138,385	59,915
	355,888	279,116	76,772

	Cost	Accumulated amortization	2023 Net book value
Computer equipment	83,094	69,844	13,250
Computer software	7,770	7,770	-
Equipment	66,724	57,247	9,477
Leasehold improvements	198,300	118,953	79,347
	355,888	253,814	102,074

6. Accounts payable

Included in accounts payable is \$34,624 (2023 - \$14,912) of government remittances payable.

7. Deferred revenue

Changes in the deferred revenue balance are as follows:

	2024	2023
Balance, beginning of year	25,600	122,653
Amount received during the year	34,800	55,000
Less: Amount recognized as revenue during the year	(47,785)	(152,053)
Balance, end of year	12,615	25,600

8. Commitments

The Organization has entered into lease commitments for premises and office equipment with estimated minimum lease payments as follows:

2025	148,100
2026	148,110
2027	148,110

9. Financial instruments

The Organization, as part of its operations, carries a number of financial instruments. It is management's opinion that the Organization is not exposed to significant interest, currency, credit, liquidity or other price risks arising from these financial instruments except as otherwise disclosed.

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 rate risk or foreign 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 Organization enters into transactions to buy and sell equity investments, for which the market price fluctuates.

Keystone Agricultural Producers Inc.
Schedule 1 - Policy and Member Service Expenses

For the year ended October 31, 2024
(Unaudited)

	2024	2023
Advisory council meetings	1,575	8,159
Annual meeting	145,354	149,787
Communications	-	600
Board meetings	30,025	28,716
Canadian Federation of Agriculture membership	75,831	80,410
Committee expense	3,962	10,448
District meetings	7,400	4,153
Insurance	7,859	7,276
Outreach and engagement	36,458	-
President's deductions	2,611	2,071
President's expenses	35,190	31,993
President's per diem	48,771	45,921
Telephone	12,196	13,288
Vice President's deductions	1,113	1,218
Vice President's expenses	21,020	22,725
Vice President's per diems	22,250	28,887
Young Farmers' Committee	-	7,078
	451,615	442,730

Keystone Agricultural Producers Inc.
Schedule 2 - Administration Support Expenses

For the year ended October 31, 2024
(Unaudited)

	2024	2023
Amortization	25,302	26,438
Contract/research	19,000	20,000
Development and recruitment	8,106	1,842
Office	504	-
Salaries and wages	601,293	494,355
Staff benefits	87,655	70,213
Staff travel	73,655	65,854
	815,515	678,702

Keystone Agricultural Producers Inc.
Schedule 3 - General Expenses

For the year ended October 31, 2024
(Unaudited)

	2024	2023
Audit fee	18,500	21,000
Communications	-	39,481
Grants	22,187	20,804
Legal and professional	67,011	59,040
	107,698	140,325

Keystone Agricultural Producers Inc.
Schedule 4 - Office Expenses

For the year ended October 31, 2024
(Unaudited)

	2024	2023
Bank charges	5,488	5,465
Information technology consulting	41,862	41,737
Leases	7,011	7,403
Office	30,290	16,965
Postage	27,806	24,380
Rent	125,363	117,734
	237,820	213,684

Keystone Agricultural Producers Inc.
Schedule 5 - Environmental Farm Plan Program Reviewers Fee
For the year ended October 31, 2024
(Unaudited)

	2024	2023
Revenue		
Province of Manitoba	328,249	230,431
Expenses		
Environmental Farm Plan - program expenses	340,312	229,635
Staff travel	168	299
	340,480	229,934
Excess (deficiency) of revenue over expenses	(12,231)	497

Keystone Agricultural Producers Inc.
Schedule 6 - DO NOT PRINT - PRINT FSUD 5 as SCHEDULE 7

For the year ended October 31, 2024

	2024	2024	2023
Revenue			
Revenue section 1	248,669	-	139,229
Expenses			
Communications	8,642	-	15,000
Staff travel	4,662	-	-
Farm Safety - program expenses	6,060	-	49,389
Office	37,500	-	17,500
Rent	34,767	-	34,767
Salaries and wages	157,035	-	146,427
	248,666	-	263,083
Excess (deficiency) of revenue over expenses	3	-	(123,854)

Keystone Agricultural Producers Inc.
Schedule 7 - Schedule of Labour Program Revenues and Expenses

For the year ended October 31, 2024
(Unaudited)

	2024	2023
Revenue		
Province of Manitoba	55,600	29,400
Expenses		
Contract/research	55,136	29,400
Excess (deficiency) of revenue over expenses	464	-