The Land Between
Financial Statements
For the year ended March 31, 2021

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Independent Auditor's Report

To the Board of Directors of
The Land Between

Opinion

We have audited the financial statements of The Land Between (the Organization), which comprise the statement of financial position as at March 31, 2021, and the statements of revenue and expenses, 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, except for the possible effects of the matter described in the Basis for Qualified Opinion section of our report, the accompanying financial statements present fairly, in all material respects, the balance sheet of the organization as at March 31, 2021, and the statements of revenue and expenses, fund balances and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many charitable organizations, the Organization derives revenue from donations and cash receipts the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the organization. Therefore, we were not able to determine whether any adjustments might be necessary to revenues other than grants, excess of revenue over expense, assets and fund balances.

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 qualified audit opinion.

Responsibilities of Management and Those Charged with Governance 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.

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.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants
Peterborough, ON
December 1, 2021

The Land Between
Statement of Financial Position

March 31	2021	2020
Assets		
Current		
Cash	$ 360,999	$ 205,041
Accounts receivable	143,899	58,165
	504,898	263,206
Capital assets (Note 3)	1,168	-
	$ 506,066	$ 263,206
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	$ 99,829	$ 74,023
Deferred revenue (Note 4)	213,614	136,959
	313,443	210,982
Long-term debt (Note 6)	40,000	-
	353,443	210,982
Net assets	152,623	52,224
	$ 506,066	$ 263,206

The accompanying notes are an integral part of these financial statements

The Land Between
Statement of Net Assets

For the year ended March 31	2021	2020
Balance - beginning of the year	$ 52,224	$ 25,589
Excess of revenue over expenses	100,399	26,635
Balance - end of the year	$152,623	$ 52,224

The accompanying notes are an integral part of these financial statements

The Land Between
Statement of Revenue and Expenses

For the year ended March 31	2021	2020
Revenue		
COVID funding	$ 131,039	$ -
Donations	20,019	7,019
Merchandise, books and DVD sales	20,868	22,194
Special projects - grants	473,828	558,805
Workshops and events	125	6,934
	645,879	594,952
Expenses		
Administrative		
Bank charges and interest	41	177
Insurance	2,106	-
Office	9,915	5,719
Professional fees	10,383	8,408
	22,445	14,304
Outreach		
Advertising and promotion	761	4,814
Meeting and catering	5,622	4,230
	6,383	9,044
Special projects		
Advertising and promotion	7,293	9,393
Amortization	292	-
Contractor services	111,925	162,123
Honorariums	4,542	4,931
Human resources staffing	347,267	268,644
Internet and communications	3,639	8,045
Office and supplies	28,259	43,263
Publications and printing	5,629	6,716
Travel and workshops	7,656	41,519
Turtle guardians	150	335
	516,652	544,969
Total expenses	545,480	568,317
Excess of revenue over expenses	$ 100,399	$ 26,635

The accompanying notes are an integral part of these financial statements

The Land Between
Statement of Cash Flows

For the year ended March 31	2021	2020
Operating activities		
Excess of revenue over expenses	$ 100,399	$ 26,635
Items not involving cash		
Amortization of capital assets	292	-
CEBA loan forgiveness	(20,000)	-
	80,691	26,635
Changes in non-cash working capital balances		
Accounts receivable	(85,735)	(37,855)
Prepaid expenses	-	2,350
Accounts payable and accrued liabilities	25,807	71,387
Deferred revenue	76,655	20,605
	97,418	83,122
Cash Flows from Investing Activities		
Purchase of capital assets	(1,460)	-
Cash Flows from Financing Activities		
Long-term debt	60,000	-
Net change in cash during the year	155,958	83,122
Cash position, beginning of the year	205,041	121,919
Cash position, end of the year	$ 360,999	$ 205,041

The accompanying notes are an integral part of these financial statements

1. Summary of Significant Accounting Policies

a) Nature of the Entity
The Land Between ("the Organization") was incorporated by Letters Patent without share capital under the provisions of the Canada Corporations Act on June 13, 2011, and began operations in May of 2012.
The Organization has defined its mission as follows:

a) to protect, preserve, and conserve the ecotone along the southern edge of the Canadian shield from southern Georgian Bay to the Frontenac axis north of Kingston - "the land between";

b) to conduct research into social, economic, environmental and cultural issues that are relevant to the land between, and disseminating the results of such research to the public;

c) to convene conferences, seminars and workshops for the benefit of the public on social, economic, environmental and cultural issues that are relevant the land between; and

d) to convene meetings of the public for the purpose of exchanging knowledge about best practices for preserving, conserving, and restoring the land between.

b) Basis of Accounting
These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

c) Revenue Recognition
The organization utilizes the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount can be reasonably estimated and collection is reasonably assured.

d) Financial Instruments
i) Measurement
Financial instruments are recorded at fair value at initial recognition.

The company's financial assets consisting of cash and accounts receivable are recorded at fair value when acquired or issued. The company's financial liabilities consisting of accounts payable and accrued liabilities are recorded at fair value when acquired or issued.

ii) Impairment
Financial assets are tested for impairment when indicators of impairment exist. When a significant change in the expected timing or amount of the future cash flows of the financial asset is identified, the carrying amount of the financial asset is reduced and the amount of the write-down is recognized in net income. A previously recognized impairment loss may be reversed to the extent of the improvement, provided it is not greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously, and the amount of the reversal is recognized in net income.

(continued)

1. Summary of Significant Accounting Policies (continued)

d) Financial Instruments (continued)

iii) Transaction Costs

Transaction costs on the acquisition , sale or issue of financial instruments are expensed for those items measured at fair value and charged to the financial instrument for those measured at amortized cost.

e) Accounts Receivable

The Organization records accounts receivable for amounts owing by a funder for approved expenditures incurred in the current year; and recognizes the HST/GST refund for expenditures paid or payable during the year.

f) Capital Assets

Purchased tangible capital assets are stated at cost less accumulated amortization. Contributed tangible capital assets are recorded at fair value at the date of contribution, unless fair value is not determinable in which case contributed tangible capital assets are recorded at nominal value at the date of contribution. Contributed tangible capital assets are subsequently amortized. Expenditures for repairs and maintenance are expensed as incurred. Betterments that extend the useful life of the tangible capital asset are capitalized.

Amortization based on the estimated useful life of the asset is calculated as follows:

	Method	Rate
Equipment	Straight-line	5 years

g) Deferred Revenue

Deferred revenue is the amount which represents an excess of revenue received for specific programs over expenditures made by the year end for those programs.

h) Contributed Services and Materials

Volunteers contribute significant hours each year to assist the Organization in carrying out its activities. Because of the difficulty of determining their fair value, these services are not recognized in the financial statements.

Contributed materials and services which are used in the normal course of the Organization's operations and would otherwise have been purchased are recorded at their fair value at the date of contribution if the fair value can be reasonably estimated.

(continued)

1. Summary of Significant Accounting Policies (continued)

i) Management Estimates

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

Key areas where management has made complex or subjective judgments include determination of accounts payable and accrued liabilities.

Difference in actual results from prior estimates are taken into account at the time the differences are determined.

2. Change in Accounting Policy

Effective April 1, 2020 the organization no longer meets the exception criteria under section 4433 Tangible capital assets held for not-for-profit organizations of the Accounting Standards for Not-for-Profit Organizations as its average annual revenues recognized in the statement of revenue and expenses for the current and preceding years is greater than $500,000. As a result, the application of this section is no longer limited and the organization has adopted section 4433 in full and the organization is required to record tangible capital assets on the statement of financial position. Tangible capital assets are no longer expensed in the year they were acquired. This change in accounting policy had no impact on the financial statements for prior years.

3. Capital Assets

	2021		2020	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Equipment	$ 1,460	$ 292	$ -	$ -
		$ 1,168		$ -

4. Deferred Revenue

Deferred revenue is comprised of unspent operating grants and unspent restricted donations. The availability of the grants in future periods is ultimately dependant upon various funding bodies, and as a result amounts included in deferred contributions may become repayable to the funder.

	Opening Balance	Funding Received	Amount Spent	Ending Total
Donations	$ 10,032	$ -	$ (10,032)	$ -
Trillium[1]	119,095	106,800	(90,435)	135,460
Trillium[2]	-	41,900	(26,275)	15,625
The Clean Foundation[3]	4,980	-	(4,980)	-
LUSH	2,852	-	(2,852)	-
CNPP	-	219,247	(163,848)	55,399
TD Friends of Environment	-	7,130	-	7,130
	$136,959	$375,077	$ (131,722)	$213,614

Program Legend:
1 Trillium Agreement - Turtle Guardians
2 Trillium Agreement - Resilient Communities

5. Financial Instrument Risk

The Organization's financial instruments consists of cash, accounts receivable, accounts payable and accrued liabilities and deferred revenue. The financial instruments are subject to several types of risk, the main components being:

Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Organization is mainly exposed to interest rate risk.

Credit Risk

Credit risk arises from the potential that a counterparty will fail to perform its obligation. The Organization is exposed to that risk from its funders. Due to the nature of the Organization, the credit risk is minimized by the signed contracts received from recognized government prior to beginning the programs in question.

The Organization's bank accounts are held at a national bank and the total amount on deposit exceeds the Canadian Deposit Insurance Corporation (CDIC). The Organization is subject to credit risk on the excess deposits over CDIC coverage of $100,000.

Changes in Risk

There have been no significant changes in the Organization's risk exposures from the prior year.

6. Uncertainty due to COVID-19

On January 30, 2020, the World Health Organization announced a global health emergency because of a new strain of coronavirus, the “COVID-19 outbreak”. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

During the fiscal year the organization was able to continue normal operations. The organization applied for and received the $60,000 Canada Emergency Business Account (CEBA) Loan which bears no interest until December 31, 2022. If the organization repays $40,000 of the loan on or before December 31, 2022, $20,000 of the loan will be forgiven. The Organization also applied for and received the Canada Emergency Wage Subsidy (CEWS) from the Government of Canada.