The Couchiching Conservancy Financial Statements For the Year Ended October 31, 2012

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Independent Auditors' Report

To the Members of The Couchiching Conservancy

Report on the Financial Statements

We have audited the accompanying financial statements of The Couchiching Conservancy, which comprise the statement of financial position as at October 31, 2012, and the statement of operations and changes in net assets and the statement of cash flow for the year 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

In common with many charitable organizations, the organization derives revenue from donations and fund raising activities, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the organization and we were not able to determine whether any adjustments might be necessary to donation and fundraising revenue, excess of revenues over expenses, and cash flows from operations.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial position of The Couchiching Conservancy as at October 31, 2012, 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.

Comparative Information

Without modifying our opinion, we draw attention to Note 1 to the financial statements which describes that The Couchiching Conservancy adopted Canadian accounting standards for not-for-profit organizations on November 1, 2011 with a transition date of November 1, 2010. These standards were applied retrospectively by management to the comparative information in these financial statements, including the statement of financial position as at October 31, 2011 and November 1, 2010, and the statement of operations and changes in net assets and statement of cash flows for the year ended October 31, 2011 and related disclosures. We were not engaged to report on the restated comparative information, and as such, it is unaudited.

Hehn Trickey Professional Corporation Chartered Accountants

Hehn Trickey

Authorized to practise public accounting by The Institute of Chartered Accountants of Ontario

Orillia, Ontario January 26, 2013

The Couchiching Conservancy Statement of Financial Position As at October 31, 2012

	Operating Fund	cquisition & Capital Fund	Other Fund	October 31 2012	October 31 2011
Assets					
Current Cash and bank Short-term investments (Note 4) Accounts receivable Grants receivable Interfund receivable Prepaid expenses	\$ 227,192 - 38,727 9,383 - 3,808	\$ - 48,601 - - - -	\$ - \$ 94,727 - - 20,949 -	227,192 143,328 38,727 9,383 20,949 3,808	\$ 194,647 107,544 45,142 52,142 13,557
	279,110	48,601	115,676	443,387	413,032
Long-term investments (Note 4) Endowment assets (Note 5) Capital assets (Note 6)	 74,342 - 4,276	- - 2,849,610	146,201 32,408 -	220,543 32,408 2,853,886	146,434 23,628 2,666,313
	\$ 357,728	\$ 2,898,211	\$ 294,285 \$	3,550,224	\$ 3,249,407
Liabilities and Net Assets Current Accounts payable Interfund payable Deferred contributions	\$ 27,045 20,949 86,320	\$ - - -	\$ - \$ - -	27,045 20,949 86,320	\$ 25,303 13,557 111,116
	 134,314	-	-	134,314	149,976
Net Assets Unrestricted (Note 7) Invested in capital assets (Note 7 and 8) Externally restricted for operating (Note 7) Internally restricted - acquisition (Note 8) President's reserve (Note 7) Internally restricted - other (Note 9)	 56,544 2,097 - - 164,773	- 2,849,610 - 48,601 - -	- - - - 294,285	56,544 2,851,707 - 48,601 164,773 294,285	52,915 2,666,313 1,600 33,825 94,773 250,005
	 223,414	2,898,211	294,285	3,415,910	3,099,431
	\$ 357,728	\$ 2,898,211	\$ 294,285 \$	3,550,224	\$ 3,249,407

The Couchiching Conservancy Statement of Operations and Changes in Net Assets For the Year Ended October 31, 2012

	0	perating Fund	Acquisition & Capital Fund	Other Fund	October 31 2012	Budget	October 31 2011
Revenues							
Donations (Schedule 1)		187,578	\$ 247,484	\$ 26,143	\$ 461,205	\$ 147,678	\$ 381,927
Grants (Schedule 1)		344,032	33,108	-	377,140	396,559	364,865
Interest		3,740	-	-	3,740	5,000	4,893
Merchandise and services		1,662	-	-	1,662	6,450	10,615
Miscellaneous		10,365	-	-	10,365	5,752	3,109
Special events		37,989	-	-	37,989	48,000	55,588
		585,366	280,592	26,143	892,101	609,439	820,997
Expenses							
Advertising and promotion		5,567	-	-	5,567	6,904	6,949
Amortization		1,090	-	-	1,090	1,310	983
Bank charges and interest		1,890	-	_	1,890	2,496	2,368
Dues, fees and licences		2,342	-	_	2,342	2,500	2,481
Fundraising and volunteers		4,003	3,226	_	7,229	3,000	3,734
General and office		14,810	-,	_	14,810	11,926	15,582
Insurance		5,158	_	15,813	20,971	5,158	5,014
Materials and supplies		10,335	_	-	10,335	17,948	28.102
Printing and postage		18,530	_	_	18,530	22,925	7,667
Professional fees and closing costs		32,693	32,322	_	65,015	25,950	36,133
Property taxes and maintenance		15,232	,	_	15,232	3,964	5,622
Property and easement acquisitions		-	84,290	_	84,290	-	22,500
Property donation		_	113,786	_	113,786	34,295	255,686
Purchased merchandise		807	-	_	807	2,004	3,358
Special events		5,890	_	_	5,890	14,000	11,706
Subcontracts		125,076	_	_	125,076	106,310	118,395
Training and conference		3,624	_	_	3,624	4,000	7,118
Travel		15,624	_	_	15,624	15,515	16,590
Utilities and telephone		8,653	_	_	8,653	7,572	10,064
Wages and benefits		227,795	13,550	-	241,345	249,693	228,774
		499,119	247,174	15,813	762,106	537,470	788,826
Excess (deficiency) of revenues over expenses		86,247	33,418	10,330	129,995	71,969	32,171
Interfund transfers		(15,308)	(18,642)	33,950		- 1,000	
Property and easement acquisitions		. 0,000/	186,484	-	186,484	_	278,018
Net assets, beginning of year		152,475	2,696,951	250,005	3,099,431	3,099,431	2,789,242
Net assets, end of year (Note 7, 8 and 9)	\$	223,414	\$ 2,898,211	\$ 294,285	\$ 3,415,910	\$ 3,171,400	\$ 3,099,431

The Couchiching Conservancy Statement of Cash Flows As at October 31, 2012

		Operating Fund	quisition & apital Fund	C	Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		Other Fund		October 31 2012	October 31 2011
Cash provided by (used in)																																																						
Operating activities Excess (deficiency) of revenues over expenses Items not involving cash	\$	86,247	\$ 33,418	\$	10,330	\$	129,995	\$ 32,171																																														
Amortization of capital assets Property and easement acquisitions Interfund transfers		1,090 - (15,308)	- 186,484 (18,642)		- - 33,950		1,090 186,484 -	983 278,018 -																																														
Changes in non-cash working capital balances		72,029	201,260		44,280		317,569	311,172																																														
Accounts receivable Grants receivable		6,415 42,759	-		-		6,415 42,759	(15,121) 124,168																																														
Prepaid expenses Long term investments Endowment assets		(3,808) (70,096) -	-		(4,013) (8,780)		(3,808) (74,109) (8,780)	916 (31,460) (10,155)																																														
Accounts payable Deferred contributions Change in interfund balances		1,741 (24,796) 7,392	-		1 ['] - (7,392)		1,742 (24,796)	(34,783) 12,633																																														
S .		31,636	201,260		24,096		256,992	357,370																																														
Investing and financing activities Property and easement acquisition Purchase of furniture and equipment		- (2,179)	(186,484) -		- -		(186,484) (2,179)	(278,018) -																																														
		(2,179)	(186,484)		-		(188,663)	(278,018)																																														
Increase in cash during the year Cash, beginning of year		29,457 197,735	14,776 33,825		24,096 70,631		68,329 302,191	79,352 222,839																																														
Cash, end of year	\$	227,192	\$ 48,601	\$	94,727	\$	370,520	\$ 302,191																																														
Represented by Cash and bank	\$	227,192	\$ -	\$	-	\$	227,192	\$ 194,647																																														
Short-term deposits		227,192	 48,601 48,601	\$	94,727	\$	143,328 370,520	\$ 107,544 302,191																																														

1. Adoption of Accounting Standards for Not-For-Profit Organizations

Effective November 1, 2011, the organization adopted the requirements of the Canadian Institute of Chartered Accountants (CICA) Handbook - Accounting, electing to adopt the new accounting framework: Canadian Accounting Standards for Not-for-profit Organizations (ASNFPO). These are the organizations's first financial statements prepared in accordance with these accounting standards for not-for-profit organizations which have been applied retrospectively. The accounting policies set out in the following significant accounting policy note have been applied in preparing the financial statements for the year ended October 31, 2012, the comparative information presented in these financial statements for the year ended October 31, 2011 and in the preparation of the opening statement of financial positions at November 1, 2010 (the organization's date of transition).

The organization issued financial statements for the year ended October 31, 2011 using the generally accepted accounting principals prescribed by CICA Handbook - Accounting Part V. The adoption of accounting standards for not-for-profit organizations had no impact on the previously reported assets, liabilities and net assets of the organization, and accordingly, no adjustments have been recorded in the comparative statement of financial position, statement of operations and net assets and the statement of cash flows. Certain of the organization's disclosures included in these financial statements reflect the new disclosure requirement of the accounting standards for not-for-profit organizations.

1. Adoption of Accounting Standards for Not-For-Profit Organizations (continued)

Opening Statement of Financial Position

The opening ASNFPO Statement of Financial Position at November 1, 2010 (the organization's date of transition) was:

Assets Current		
Cash and bank	\$	88,324
Short-term deposits		134,515
Accounts receivable		30,021
Grants receivable		176,310
Interfund receivable		19,853
Prepaid expenses		916
		449,939
Long-term investments		114,974
Endowment assets		13,473
Capital assets		2,389,278
	\$	2,967,664
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$	60,085
Interfund payable		19,853
Deferred contributions	_	98,483
		178,421
Net Access		
Net Assets Unrestricted		44.005
		44,085 2,389,278
Invested in capital assets Externally restricted for operating		1,600
Internally restricted - acquisition		56,325
President's reserve		94,773
Internally restricted - other		203,182
internally restricted - other		200,102
	_	2,789,243
	\$	2,967,664
	_	,,

2. Significant Accounting Policies

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Nature of Organization

The Couchiching Conservancy was incorporated without share capital under the laws of Canada on November 4, 1993. The objects of the organization are as follows:

- a) To preserve, protect, restore and improve the natural environment of the Couchiching Severn region.
- b) To encourage and foster an understanding and awareness of the natural environment and its value in enhancing our quality of life.
- c) To acquire, maintain and preserve lands, or interests in lands of ecological, recreational, scientific, scenic, heritage or open space value.
- d) To promote and undertake research and data collection on the natural environment and to distribute the findings to the public.

The organization is a registered charity and, as such, is exempt from income tax and may issue income tax receipts to donors.

Fund Accounting

The organization follows the restricted fund method of accounting for contributions.

The Operating Fund accounts for the organization's program delivery and administrative activities, which include the stewardship of existing properties and the indirect costs of property acquisition. This fund reports unrestricted resources and restricted operating grants.

The President's Reserve Fund is part of the operating fund created by a motion of the Board of Directors for future core operating expenditures of the organization.

The Acquisition and Capital Fund report the assets, liabilities, revenues and direct expenses related to the organization's property acquisitions. The Board of Directors established this fund for the purpose of acquiring lands in accordance with the organization's objectives.

2. Significant Accounting Policies (continued)

Fund Accounting (continued)

The Other Fund encompasses the Property Protection Reserve Fund, The Carden Conservation Reserve Fund, the Couchiching Conservancy Land Stewardship Endowment Fund and the Heartwood Fund Endowment.

The Property Protection Reserve Fund reports the assets, revenues and expenditures related to the organization's property protection investments. The Board established this fund to provide investment income to maintain properties acquired, as well as to provide a source of funds for the enforcement of ecological conditions covering properties owned, protected under a conservation easement or under a management agreement. This fund is included in the "Other" fund category on the balance sheet, statement of operations and changes in fund balances, and the statement of cash flows.

The Carden Conservation Reserve Fund reports the assets, revenues and expenditures related to funds designated by the organization to be used directly for conservation activities on the Carden Plain. A committee is to be established to authorize the expenditure of these funds. This fund is included in the "Other" fund category on the balance sheet, statement of operations and changes in fund balances, and the statement of cash flows.

The Couchiching Conservancy Land Stewardship Endowment Fund is to be used for activities and operations in relation to property management and maintenance such as monitoring, property inventories, fencing, tree planting, habitat enhancement, trail maintenance, property taxes and land surveys.

The Heartwood Fund Endowment was established with the purpose of providing the Couchiching Conservancy with a stable and ongoing funding stream with the intention of further increasing the permanency of the organization. It is to be used for operations, stewardship and further investment. It is not to be used for land acquisitions.

Externally restricted funds include certain properties of the Acquisition and Capital Funds and the Ironside short-term investments held by the Operating Fund.

Significant Accounting Policies (continued)

Revenue Recognition

Restricted contributions are recognized as revenue of the appropriate fund in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue of the appropriate fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Revenue from merchandise sales, services and special events is recognized at the time of shipment, when the service is rendered or when the event occurs.

Contributed Materials and Services

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 fair value can be reasonably estimated. Volunteers contribute their time to assist the organization in carrying out its various activities. Volunteer contributions are not recognized in the financial statements because of the difficulty of determining their fair market value.

Short-term Investments Short-term investments, which may include accrued interest, are recorded at cost.

Capital Assets

Capital assets are recorded at cost. Furniture and equipment are included in the Operating Fund.

The purchase of property and easements by the Acquisition and Capital Fund are charged to the statement of operations and changes in fund balances in the period of acquisition. These acquisitions are then transferred to the balance sheet as capital assets and in the fund balances as an investment in capital assets. Contributed capital assets are recorded at fair value at the date of contribution. Where fair value cannot be reasonably determined, contributed capital assets are recorded at a nominal amount. Amortization based on the estimated useful life of the asset is calculated as follows:

Furniture and equipment Computer equipment

- 10 years straight line basis
- 5 years straight line basis

2. Significant Accounting Policies (continued)

Use of Estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

Long-term Investments

Long-term investments, which may include accrued interest are recorded at cost.

3. Financial Instruments

The organization has a comprehensive risk management framework to monitor, evaluate and manage the principle risks assumed with financial instruments. The risks that arise from transacting financial instruments include interest rate risk, liquidity risk, and market risk. Price risk arises from changes in interest rates, foreign currency exchange rates and market prices.

(a) Liquidity risk:

The organization's exposure to liquidity risk is dependent on the receipt of funds from its major funding sources and other related fundraising sources, whether in the form of grant revenue, fundraising or interest.

4. Investments

	 2012	2011
Savings account with interest at 0.5% Mutual funds - Ironside	\$ 2,748	\$ 105,456 2,088
Mortgage receivable, 3% due July 2016, principal and interest due annually of \$20,000, secured by land	74,342	-
Guaranteed investment certificate with interest at 4.4%, maturing in June 2013	9,504	9,103
Guaranteed investment certificate with interest at 2.5%, maturing in March 2015	6,255	6,255
Guaranteed investment certificate with interest stepped at 1.85%, 2% and 2.5%, maturing in October 2013	100,000	100,000
Guaranteed investment certificate with interest at 2% maturing in May 2014	26,830	26,830
Guaranteed investment certificate with interest at 2% maturing in May 2014	4,246	4,246
Guaranteed investment certificate with interest at 2.1% maturing in January 2014	5,446	-
Guaranteed investment certificate with interest at 2.2% maturing in January 2015	50,000	-
Guaranteed investment certificate with interest at 2.4% maturing in January 2016	50,000	-
Guaranteed investment certificate with interest at 1.9% maturing in March 2014	 34,500	
	363,871	253,978
Less amounts due available within one year included in current assets as short-term investments	143,328	107,544
	\$ 220,543	\$ 146,434

5. Endowment Assets

A portion of the endowment funds are being held by The Community Foundation of Orillia and Area on behalf of the Couchiching Conservancy. The amount held at October 31, 2012 was \$23,126 (2011 - \$23,628)

6.	Capital Assets			2012	2011
		Cost	Accumulated Amortization	Net Book Value	Net Book Value
	Operating Fund				
	Furniture and fixtures \$ Computer equipment	6,359 6,068	\$ 4,678 3,473	\$ 1,681 2,595	\$ 2,141 1,046
	_	12,427	8,151	4,276	3,187
	Acquisition and Capital Fund				
	Land - Alexander Hope-Smith Nature Reserve	145,000	-	145,000	145,000
	Land - Bluebird Ranch	233,018	-	233,018	233,018
	Land - Butler Property	9,552	-	9,552	9,552
	Land - Carthew Bay Reserve	80,800	-	80,800	80,800
	Land - Church Woods	750,000	-	750,000	750,000
	Land - Elliott Woods	100,000	-	100,000	100,000
	Land - Grant Wetlands	147,500	-	147,500	147,500
	Land - Hewetson Property	77,000	-	77,000	77,000
	Land - Jennett Woods	175,000	-	175,000	175,000
	Land - McDarker Wetlands	16,752	-	16,752	16,752
	Land - McIsaac Wetlands	20,000	-	20,000	20,000
	Land - Roehl Reserve	23,105	-	23,105	23,105
	Land - Starr Property	114,194	-	114,194	-
	Land - Thomas Agnew Reserve	45,000	-	45,000	45,000
	Land - Waterthrush Woods	16,000	-	16,000	16,000
	Land - Wolf Run Alvar	184,261	-	184,261	184,261
	Land, building - Grant Woods	463,136	-	463,136	463,136
	Easement - Agnew Property	30,000	-	30,000	30,000
	Easement - Ironside Property	35,540	-	35,540	-
	Easement - Konda Property	75.000	-	75.000	75.000
	Easement - Mack Williams	75,000	-	75,000	75,000
	Easement - Probst Property	36,750	-	36,750	-
	Easement - Scout Valley	10.500	-	10.500	10.500
	Easement - Turnbull Property Easement - Wilkins Property	49,500 22,500	-	49,500 22,500	49,500 22,500
		22,500	-	22,500	22,500
	_	2,849,610	-	2,849,610	2,663,126
	\$	2,862,037	\$ 8,151	\$ 2,853,886	\$ 2,666,313

The easements for the Konda Property and Scout Valley have been recognized at a nominal value of \$1 each. Valuations were not necessary to obtain these easements, and due to the cost of obtaining appraisals, fair market valuations were not completed and are not planned.

7.	Operating Funds	_	2012	2011
	Unrestricted Balance, beginning of year Surplus for the year Interfund transfers	\$	52,915 87,337 (83,708)	\$ 44,085 36,940 (28,110)
		_	56,544	52,915
	Invested in Capital Assets Balance, beginning of year Deficit for the year	_	3,187 (1,090)	4,170 (983 <u>)</u>
		_	2,097	3,187
	Ironside Fund - Externally Restricted Balance, beginning of year Interfund transfers		1,600 (1,600)	1,600 -
			-	1,600
	President's Reserve - Internally Restricted Balance, beginning of year Interfund transfers	_	94,773 70,000	94,773
		_	164,773	94,773
		\$	223,414	\$ 152,475
8.	Acquisition and Capital Funds		2012	2011
	Invested in Capital Assets			
	Balance, beginning of year Property and easement acquisitions	\$	2,663,126 186,484	\$ 2,385,108 278,018
	Toperty and easement acquisitions	_		
		_	2,849,610	2,663,126
	Acquisition Reserve Fund Balance, beginning of year		22 925	56,325
	Surplus (deficit) for the year		33,825 33,418	(13,942)
	Interfund transfers		(18,642)	(8,558)
			48,601	33,825
		\$	2,898,211	\$ 2,696,951

9.	Other Internally Restricted Funds		
	•	2012	2011
	Property Protection Reserve Fund Balance, beginning of year Surplus for the year Interfund transfers	\$ 201,377 - 34,499	\$ 164,709 36,668
		235,876	201,377
	Carden Conservation Reserve Fund Balance, beginning of year	25,000	25,000
		 25,000	25,000
	Couchiching Conservancy Land Stewardship Endowment		
	Balance, beginning of year	23,628	13,473
	Contributions for the year Interfund transfers	48 (550)	10,155 -
		23,126	23,628
	Heartwood Fund Endowment Net contributions for the year	10,283	
		 10,283	
		\$ 294,285	\$ 250,005

10. Budget Information

The budget figures presented for comparison purposes are unaudited. They have been reclassified to conform with the financial statement presentation.

11. Contributed Materials and Services

These statements include \$15,553 (2011 - \$15,476) of contributed materials and services that have been recorded at their fair value at the time of contribution.

12. Subsequent Event

Subsequent to year end, the title of the Prospect Marsh was transferred to the organization. This property was fully donated to the organization and a tax receipt will be issued to the donor in fiscal 2013.

13. Comparative Figures

Certain prior year figures have been reclassified to conform to the current year presentation.

The Couchiching Conservancy Schedule 1 - Donations and Grant Revenue For the Year Ended October 31, 2012

	C	perating Fund	Acquisition & Capital Fund		•		Other Fund	October 31 2012	October 31 2011
Donations General In kind - general In kind - membership Membership Property and easements	\$	138,566 3,728 11,825 33,459	\$	152,694 - - - - 94,790	\$ 26,143 - - -	\$ 317,403 3,728 11,825 33,459 94,790	\$ 311,514 3,251 12,225 32,437 22,500		
,,	\$_	187,578	\$	247,484	\$ 26,143	\$ 461,205	\$ 381,927		
Grant Revenue									
Government of Canada Province of Ontario Other	\$_	86,818 122,070 135,144	\$	- - 33,108	\$ - - -	\$ 86,818 122,070 168,252	\$ 83,875 104,115 176,875		
	\$_	344,032	\$	33,108	\$ -	\$ 377,140	\$ 364,865		