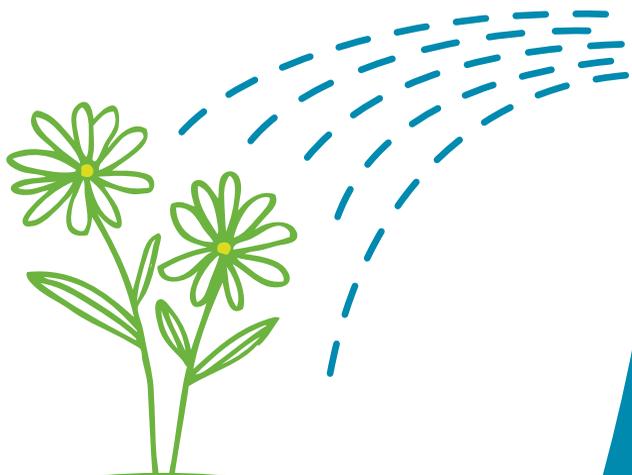




CULTIVATING AN INTEREST IN AGRICULTURE

## GROWING TOGETHER

2016 ANNUAL REPORT



# MESSAGE FROM THE PRESIDENT



## There's nothing better than being in the company of people who know more than you do.

You can watch and listen and ask probing questions to glean every tidbit of knowledge you can. You depart their company a better person and eagerly anticipate the next meeting.

Scientists, business leaders, human resources experts, people to whom wisdom has come over time, those who take a novel approach to a given issue, farmers with a combination of book and experiential learning, parents, grandparents, teachers. These are the kinds of experts we are fortunate to have on the Agriculture in the Classroom–Manitoba (AITC-M) team.

Yet even with this depth of know-how, our board and staff are still learning and growing together.

In 2016, we welcomed Sue Clayton to the role of executive director as we said farewell to Johanne Ross, who had been our executive director for 16 years and is now leading Agriculture in the Classroom–Canada. Our two organizations will continue to work closely and grow our programs together.

Some of the development we experienced this year came from new and expanding programming. For example, Little Green Thumbs (literally a growing program) expanded from 41 classroom gardens to 51 during the 2016-17 school year.

Just as our board and staff teams cannot succeed alone, our organization depends on its members, sponsors, volunteers and other partners to flourish.

We were pleased to join with Manitoba Agriculture and the Honourable Ralph Eichler, Minister of Agriculture, during Farm and Food Awareness Week last September to celebrate our industry. We received our first-ever Growing Forward 2 funding for the Pizza Farm program, and we partnered to deliver programming related to the International Year of Pulses.

But our flagship programs – think Amazing Agriculture Adventure and the Made in Manitoba Breakfast – which teachers, students and volunteers have come to know and love, continue to evolve and improve as well.

More than anything, it is the outstanding people of ag and their combined efforts that bring me back to the AITC-M board table, energized by their collective enthusiasm for agriculture and learning. We are fortunate to have a group of capable employees who bring the best of themselves to work every day, and who bring out the best in all of us.

I hope you share my pride and continue to see the value in an organization like Agriculture in the Classroom–Manitoba as we all grow together.

**Kelly Funke**, President, AITC-M

# MESSAGE FROM THE EXECUTIVE DIRECTOR



**2016 was a year of incredible growth for Agriculture in the Classroom – Manitoba. *The reason?* We grew together – with our industry, our partners, and the students and teachers we support.**

Growth begins with education. The goal of AITC-M is to help students learn where their food comes from and equip them to engage meaningfully in conversations about food. To achieve this, we work hard to provide accurate, balanced and current curriculum-linked agriculture resources and experiences to more than 30,000 students and educators at all grade levels.

This year, as agriculture education gained traction across the country, the demand for our programs grew to new heights. The difference we are making is clear, and much of the credit must go to our partners in industry, government, and the community. They make what we do possible.

As a nonprofit, charitable organization, AITC-M simply could not succeed without our dedicated staff and board members, and the hundreds of volunteers who are the heartbeat of our efforts. Thank you for your hard work and tireless enthusiasm.

In 2016, we were fortunate to be able to hire our first communications coordinator! Her work has

already boosted our social media presence, unified our messaging and branding, enhanced our website, and increased our media relations.

This year we bid farewell to our former executive director, Johanne Ross, who left us in May to lead Agriculture in the Classroom–Canada. I can't thank Johanne enough for her leadership, her vision, and her achievement. She grew AITC-M from a half-time position to a complement of seven staff governed by a 15-member volunteer board. Although we're sad to see her go, we're thrilled to have her at the helm of our new national organization – and look forward to an incredible future for agriculture education from coast to coast.

The agriculture industry is complex and multi-faceted, but our story is simple and heartfelt. It's about more than food's journey from gate to plate, or piquing interest in agriculture, or maintaining public trust, or preparing our industry's future employees and consumers. While each of these goals forms a branch of our mission, our story is rooted in each of us – the people who work together to help our industry grow.

Thank you for being part of our story.

A handwritten signature in black ink that reads 'Sue Clayton'.

**Sue Clayton**, Executive Director, AITC-M

# STAFF MEMBERS



**SUE CLAYTON**  
Executive Director



**QIONG (GRACE) WEDLAKE CPA, CGA**  
Finance/Admin Manager



**DIANE MAUTHE**  
Program Manager



**KAREN HILL**  
Curriculum Specialist



**KIRA ROWAT**  
Program Manager



**TENESHA LAWSON**  
Communications Coordinator  
and Program Manager



**KELLY WERBOWSKI**  
Program Assistant

# BOARD MEMBERS



**KELLY FUNKE**

President, Monsanto Canada



**LAUREL LYONS**

Vice-President, Manitoba  
Pork Council



**BRIAN KENYON**

Past President, Yara



**SHEENA PITURA**

Secretary, CANTERRA SEEDS



**EDWARD COOK**

Treasurer, Producer



**BOB BARTLEY**

Producer



**THERESA BOLTON**

Parrish & Heimbecker



**GAIL ECKERT**

Summit Search Group



**LAURA HOLTSMANN**

Producer



**TRISH JORDAN**

Monsanto Canada



**CURT MCRAE**

Producer



**PATSY MICHIELS**

Agriculture and Agri-Food Canada



**DIANNE RIDING**

Producer



**TRACEY SHELTON**

Richardson International



**TIM SWYNAR**

Royal Bank of Canada

# OUR REACH IN 2016

## GROWING STRONGER FARM-TO-FOOD CONNECTIONS

AITC-M staff and volunteers work hard to deliver curriculum-linked agriculture resources and experiences to teachers and students at all grade levels. As the organization grows, students are introduced to accurate, balanced and current agriculture information numerous times before they shift from students to consumers.



**30,000**  
students



**51** Little Green  
Thumbs gardens



**14,492**  
page views

**972**  
volunteers



**11** new classroom  
resources

**169**  
schools





# PIZZA FARM

The Pizza Farm program was delivered to Grade 7 and Grade 8 students during the 2015-2016 school year. In the fall and spring, students went on two farm tours where they got to experience a real working farm – which was a first for many. Throughout the year, students engaged in curriculum-linked classroom resources to get a better understanding of how food is produced. The program ended with a Pizza Party where students made their own pizza, while recognizing where each ingredient came from. All in all, each student was able to discover what it takes to get pizza from the gate to the plate – it was a slice!

## PIZZA FARM RESOURCE

The Pizza Farm Resource Kit was developed to continue the success and legacy of the Pizza Farm program. The resource continues to teach students about the gate-to-plate process with hands-on curriculum-linked activities that work towards a successful Pizza Party.



**299** students reached



**14** teachers reached



**20** farm tours



*“Pizza Farm was a great program, and was well worth investing in. Students learned a lot about the farm-to-plate process.”*

*“Many of my students were able to make immediate connections to how agriculture impacts their everyday lives.”*



*“Excellent. I would definitely participate in other Agriculture in the Classroom-Manitoba events. It was a great opportunity.”*



# LITTLE GREEN THUMBS

Meeting the demand for classroom gardens in Manitoba schools is one of the biggest challenges AITC-M faces every year. But the hardest part is filtering through our long list of applicants to decide which schools will not get a garden, but will be placed on our waiting list. AITC-M works with these teachers to get other hands-on resources into their classrooms until they receive their garden.

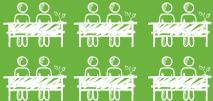
It's clear why this program is in such high demand. Each year, Little Green Thumbs gardens unlock the magic of gardening for students by giving them the opportunity to become food producers right in their classroom. For many students, this is the first time they get to see a tiny seed grow into food they can harvest, eat and share with their classmates. Students truly experience how much hard work, patience and love goes into producing healthy food.

## DID YOU KNOW:

- AITC-M started the Little Green Thumbs program with three gardens in 2011 and now has 51 gardens.
- Over 90% of Little Green Thumbs classrooms in Manitoba also vermicomposted and composted an average of 55 litres of food waste.
- Little Green Thumbs is one of the largest indoor classroom gardening programs in North America.
- There are currently 18 classrooms on AITC-M's Little Green Thumbs wait list.

**49**   
schools reached

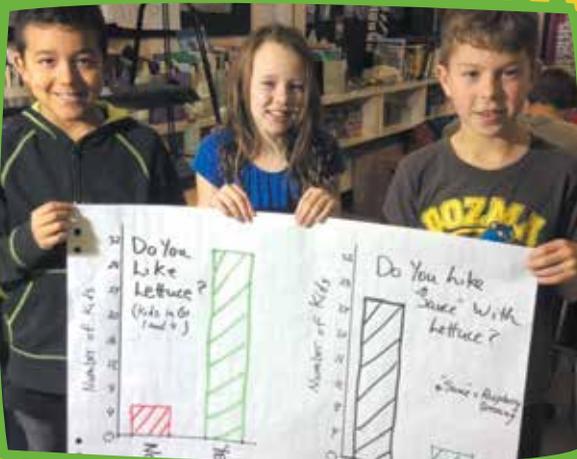
**51**   
classroom gardens

**111**   
classrooms involved

**74**   
teachers reached

**1,732**   
Little Green Thumbs students

*“My students are more excited about eating vegetables and have tried things that they hadn’t tried before. They have a much better appreciation of what it takes to grow food and a better understanding of where food comes from.”*



*“The Little Green Thumbs garden applies to all subjects, not just science and nutrition. We measure the plants in math class. We can write about the garden in ELA class, and draw things about the garden in art. It’s capable of reaching all learners.”*

*“Many of the students were surprised that you could GROW food. Some of the older children thought that it was a prank; that we had glued peppers to the plants. They learned something new every day.”*



# INTERNATIONAL YEAR OF PULSES

**Agriculture in the Classroom-Canada** partnered with Pulse Canada, and AITC-M partnered with Manitoba Pulse and Soybean Growers (MPSG) to promote 2016 as the United Nation's International Year of Pulses.

The dynamic partnership with MPSG's new community engagement team, affectionately known as the Bean Team, allowed AITC-M to develop and distribute curriculum-linked resources to classrooms across the province, but it was through AITC-M's programs where students were directly impacted. Programs such as:

- Canadian Agriculture Literacy Week
- Discover Agriculture in the City
- Amazing Agriculture Adventure in Russell, Brandon and Winnipeg
- Pizza Farm
- Little Green Thumbs Teacher Training
- Manitoba Teacher Society's Professional Development Day

**2,828** students reached through AITC-M programming with MPSG's Bean Team

**7** new pulse-related classroom resources to celebrate the International Year of Pulses

**365** teachers across the province received new pulse-related classroom resources

*“Very informative and hands-on. Students enjoyed learning about pulse crops and many students were surprised to learn that pulses fall under the protein category in Canada’s Food Guide.”*



*“I’m embarrassed to admit that I didn’t know what pulses were and the role Manitoba farmers have in producing them. The new pulse resources and cookbook AITC-M gave us were a real eye opener.”*

# TEACHER DRIVER AWARD

Congratulations to the  
2016 Teacher Driver Award  
recipient, **Alvin Dyck**  
from Neil Campbell School



**Every year, AITC-M awards a teacher who shows exceptional leadership in agriculture education through AITC-M's programs and resources.**

**Alvin Dyck is the 2016 Teacher Driver Award recipient.**

Passionate, dedicated, organized, and eager are just a few words that describe the 2016 Teacher Driver Award recipient. Add a genuine interest in agriculture, and a motivation to bring agriculture to his students, and you have this year's successful nominee: Alvin Dyck, Grade 4 teacher at Neil Campbell School in Winnipeg.

Alvin has a thriving Little Green Thumbs garden in his classroom. He and his students are always eager to invite other classrooms in to see the garden and they regularly visit other classrooms to share the vegetables they harvest. And this is only the beginning. He brings his students every year to experience the Amazing Agriculture Adventure, has hosted a Made in Manitoba Breakfast for the entire student body, and each year participates actively in Canadian Agriculture Literacy Week. But Alvin doesn't stop there. He takes it upon himself to go the extra mile by extending the agriculture learning past AITC-M's programming.

This year, he invited Manitoba Pulse and Soybean Growers' community engagement team, the Bean Team, to talk to students about pulses in honour of the United Nations declaring 2016 the International Year of Pulses. Alvin enjoys the experiential and interactive aspect of agriculture learning, quite possibly because he enjoys learning as much as his students!



***"I like the garden because of the beans and the big cucumber called 'The Big One.' It was awesome!"***

## FARM AND FOOD AWARENESS WEEK

# 2016 PARTNERS' DINNER

On September 20th, AITC-M hosted a partners' dinner with the Honourable Ralph Eichler, Minister of Agriculture for the Province of Manitoba, during AITC-M's flagship program, the Amazing Agriculture Adventure (AAA) in celebration of Farm and Food Awareness Week in Manitoba. The event was held at Richardson's Kelburn Farm, and featured networking time and a mini rendition of AAA, including tours of interactive stations to highlight the work AITC-M does with industry support.

Sue Clayton, AITC-M Executive Director, joined Minister Eichler in welcoming 85 guests from government, the agriculture and food industry, commodity groups and media to network over a Made in Manitoba dinner. Then, Minister Eichler donned his auctioneer's hat and presided over an AAA-style cookie auction. The guests had as much fun as the students did at their cookie auction earlier that day. This was followed by the auction of donated items, with all proceeds going to AITC-M.

The Partners' Dinner was a great example of the importance of growing together to strengthen the industry. We look forward to expanding our agriculture education efforts across the province in 2017!

### GROWING TOGETHER TO...

- “Change misperceptions into conversations.”
- “Help people understand all the hard work that goes into growing and raising their food.”
- “Further the farm-to-food conversation.”
- “Prepare the next generation to help feed the world.”
- “Bridge the knowledge gap.”
- “Inform. Educate. Advocate.”





*“Growing together to create greater awareness and public trust of agriculture and food in Manitoba.”*

Honourable **Ralph Eichler**, Minister of Agriculture

*“What a fabulous event! Just wanted to say congratulations on a successful evening on all fronts. The stations were so well done, all of them were engaging, fun and just the right length. As always, I learned so much!”*

**Johanne Ross**, Executive Director, AITC-Canada



*“I know my members continue to be very impressed with the good work you and your team do on behalf of the ag industry. Keep up the good work!”*

**James Battershill**, General Manager,  
Keystone Agricultural Producers

# FINANCIAL STATEMENTS

## REVIEW ENGAGEMENT REPORT

### TO THE BOARD OF DIRECTORS OF AGRICULTURE IN THE CLASSROOM - MANITOBA INC.

We have reviewed the statement of financial position of Agriculture in the Classroom - Manitoba Inc. as at December 31, 2016 and the statements of operations, changes in net assets and cash flows for the year then ended. Our review was made in accordance with Canadian generally accepted standards for review engagements and, accordingly, consisted primarily of inquiry, analytical procedures and discussion related to information supplied to us by the organization.

A review does not constitute an audit and, consequently, we do not express an audit opinion on these financial statements.

Based on our review, nothing has come to our attention that causes us to believe that these financial statements are not, in all material respects, in accordance with Canadian accounting standards for not-for-profit organizations.

*BDO Canada LLP*

Chartered Professional Accountants

RM of Stanley, Manitoba  
March 7, 2017

BDO Canada LLP, a Canadian limited liability partnership, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms.

Agriculture in the Classroom - Manitoba inc.

## STATEMENT OF FINANCIAL POSITION (UNAUDITED)

DECEMBER 31	2016	2015
	\$	\$
<b>ASSETS</b>		
Current		
Cash	45,724	106,111
Restricted cash (Note 5)	53,056	111,265
Accounts receivable	10,039	28,873
Prepaid expenses	4,875	8,524
Current portion of long-term investments (Note 2)	83,622	37,517
	197,316	292,290
Long-term investments (Note 2)	153,758	150,311
	351,074	442,601
<b>LIABILITIES AND NET ASSETS</b>		
Current		
Accounts payable and accrued liabilities (Note 4)	15,895	66,386
Deferred membership revenue	500	–
Deferred contributions (Note 5)	40,898	111,265
	57,293	177,651
<b>NET ASSETS</b>		
Unrestricted	293,781	264,950
	351,074	442,601

The accompanying notes are an integral part of these financial statements.

Approved by:

  
\_\_\_\_\_  
President

  
\_\_\_\_\_  
Executive Director

Agriculture in the Classroom - Manitoba inc.

## STATEMENT OF CHANGES IN NET ASSETS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2016	2015
	\$	\$
Net assets, beginning of year	264,950	219,816
Excess of revenue over expenditures for the year	28,831	45,134
Net assets, end of year	293,781	264,950

*The accompanying notes are an integral part of these financial statements.*

Agriculture in the Classroom - Manitoba inc.

## STATEMENT OF OPERATIONS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2016	2015
	\$	\$
<b>REVENUE</b>		
Memberships	235,490	231,226
Donations	139,346	132,837
Built on Ag documentary - Growing Forward 2	75,000	–
Project administration revenue	62,865	73,885
Canadian Ag Literacy Week	39,535	55,676
Made in Manitoba Breakfast	46,287	99,093
Little Green Thumbs	39,437	10,942
Pizza Farm	33,607	9,500
Agriculture in the Classroom Canada	27,400	71,244
Amazing Agriculture Adventure	21,745	11,564
Agriculture in the City	17,000	22,566
Manitoba Ag Days	10,170	10,150
Gen Ag	8,932	–
Canadian Ag Literacy Week – Manitoba	7,440	14,020
Other revenue	6,459	7,386
Interest income	5,179	5,832
International Year of the Pulse	5,000	–
Summer student grant	4,923	–
Global Youth Institute	4,000	5,324
	<u>789,815</u>	<u>761,245</u>

FOR THE YEAR ENDED DECEMBER 31	2016	2015
	\$	\$
<b>EXPENDITURES</b>		
Advertising and promotion	24,903	17,071
Agriculture in the City	18,539	22,566
Agriculture in the Classroom Canada	27,400	71,244
Amazing Agriculture Adventure	15,229	14,741
Built on Ag documentary	75,000	–
Canadian Ag Literacy Week	39,535	55,676
Canadian Ag Literacy Week - Manitoba	5,398	5,698
Gen Ag	8,932	–
Global Youth Institute	1,377	2,135
Insurance	2,688	2,472
Interest and bank charges	1,095	941
International Year of the Pulse	5,000	–
Little Green Thumbs	39,437	10,942
Made in Manitoba Breakfast	54,805	99,093
Manitoba Ag Days	4,588	4,285
Meetings and conferences	13,895	22,698
Miscellaneous	10,719	6,771
Office expenses	10,787	10,856
Pizza Farm	33,607	11,853
Professional fees	9,333	8,868
Rental	8,488	5,353
Salaries and wages	304,934	286,820
Telephone and Internet	11,085	10,503
Travel	34,210	45,525
	<u>760,984</u>	<u>716,111</u>
Excess of revenue over expenditures for the year	<u>28,831</u>	<u>45,134</u>

The accompanying notes are an integral part of these financial statements.

Agriculture in the Classroom - Manitoba inc.

## STATEMENT OF CASH FLOWS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2016	2015
	\$	\$
<b>ASSETS</b>		
Cash flows from operating activities		
Excess of revenue over expenditures for the year	28,831	45,134
Changes in non-cash working capital: Accounts receivable	18,834	(22,509)
Prepaid expenses	3,650	(7,671)
Accounts payable and accrued liabilities	(50,491)	62,443
Deferred contributions	(70,368)	(16,208)
Deferred membership revenue	500	–
	(69,044)	61,189
Cash flows from investing activities		
Purchase of investments	49,552	52,748
Net (decrease) increase in cash	(118,596)	8,441
Cash, beginning of the year	217,376	208,935
Cash, end of the year	98,780	217,376
Represented by:		
Unrestricted cash	45,724	106,111
Restricted cash	53,056	111,265
	98,780	217,376

*The accompanying notes are an integral part of these financial statements.*

# NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2016

## 1. SIGNIFICANT ACCOUNTING POLICIES

Purpose of the Organization	Agriculture in the Classroom - Manitoba Inc. ("the organization") is engaged in promoting agriculture in the schools through the development of school curriculums that include agriculture and through agriculture awareness interactive programs and events. The organization is a registered charity and, as such, is exempt from income tax and may issue income tax receipts to donors.
Basis of Accounting	The financial statements have been prepared using Canadian accounting standards for not-for-profit organizations.
Use of 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, liabilities and the 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. Actual results could differ from those estimates and may have an impact on future periods.
Financial Instruments	Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, equities traded in an active market and derivatives are reported at fair value, with any unrealized gains and losses reported in operations. In addition, all bonds and guaranteed investment certificates have been designated to be in the fair value category, with gains and losses reported in operations. All other financial instruments are reported at cost or amortized cost less impairment, if applicable. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired. Transaction costs on the acquisition, sale or issue of financial instruments are expensed for those items remeasured at fair value at each statement of financial position date and charged to the financial instrument for those measured at amortized cost.

# NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2016

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## 1. SIGNIFICANT ACCOUNTING POLICIES

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Tangible Capital Assets	It is the organization's policy to expense tangible capital assets in the year of acquisition. There were no acquisitions in 2016.
Contributed Materials & Services	Volunteers and citizens contributed materials and service to assist the organization in carrying out its activities. Because of the difficulty in determining their fair value, contributed material and services are not recognized in the financial statements.
Revenue Recognition	<p>The organization follows 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 to be received can be reasonably estimated and collection is reasonably assured.</p> <p>Revenue from annual memberships is recognized in the year corresponding to the membership term. Project administration revenue is recognized when services are provided.</p>

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DECEMBER 31, 2016		2016	2015
		\$	\$
<b>2. LONG-TERM INVESTMENTS</b>			
2.50% Crosstown Civic Credit Union guaranteed investment certificate maturing	July 2017	28,384	27,691
2.45% Crosstown Civic Credit Union guaranteed investment certificate maturing	July 2018	28,356	27,678
2.60% Crosstown Civic Credit Union guaranteed investment certificate maturing	July 2019	28,438	27,718
2.20% Crosstown Civic Credit Union guaranteed investment certificate maturing	October 2021	38,315	–
2.00% Crosstown Civic Credit Union guaranteed investment certificate maturing	August 2017	10,105	9,907
2.10% Crosstown Civic Credit Union guaranteed investment certificate maturing	August 2018	10,115	9,907
2.25% Crosstown Civic Credit Union guaranteed investment certificate maturing	August 2019	10,130	9,907
2.40% Crosstown Civic Credit Union guaranteed investment certificate maturing	August 2020	38,403	37,503
1.25% Crosstown Civic Credit Union guaranteed investment certificate maturing	July 2017	45,134	–
Crosstown Civic Credit Union guaranteed investment certificates matured during the year		–	37,517
		237,380	187,828
Less: current portion of long-term investments		(83,622)	(37,517)
		153,758	150,311

## NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2016

### 3. LINE OF CREDIT

The organization has an approved line of credit of \$25,000 from the Crosstown Civic Credit Union bearing interest at prime rate (2.70% at December 31, 2016) plus 0.5%, calculated and payable monthly. The line of credit is secured by an assignment of Credit Union deposits and a general security agreement on the organization. At December 31, 2016 the organization had unutilized capacity under its line of credit facility of \$25,000.

### 4. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2016	2015
	\$	\$
Trade accounts payable	3,737	3,886
Monsanto "Farmers Grow Communities" grants payable	12,158	62,500
	15,895	66,386

### 5. DEFERRED CONTRIBUTIONS

Deferred contributions reported in operations relate to restricted contributions received in the current period for Made in Manitoba Breakfast program, Canadian Ag Literacy Week, Little Green Thumbs, Ag Day School Tours, Agriculture in the Classroom Canada, Canadian Ag Literacy Week - Manitoba, Ag in the City, Gen Ag, International Year of the Pulse, and Canadian Ag Literacy Month that are related to subsequent year expenses. Changes in the deferred contributions balance reported in the operations are as follows:

	2016	2015
	\$	\$
Balance, beginning of year	111,265	127,473
Add: Contributions received in the year	282,678	299,843
Less: Amount recognized as revenue	(253,818)	(316,051)
Less: Amount transferred to Agriculture in the Classroom Canada	(99,227)	-
Balance, end of year	40,898	111,265

DECEMBER 31, 2016		2016	2015
<b>5. DEFERRED CONTRIBUTIONS</b>		<b>\$</b>	<b>\$</b>
The balance is represented by the following:	Made in Manitoba Breakfast	–	2,153
	Canadian Ag Literacy Week	–	4,971
	Little Green Thumbs	13,930	20,558
	Ag Days school tours	8,000	8,000
	Agriculture in the Classroom Canada	–	55,583
	Ag in the City	–	20,000
	Gen Ag	3,668	–
	Amazing Agriculture Adventure	1,500	–
	International Year of the Pulse	3,800	–
	Canadian Ag Literacy Month	10,000	–
		40,898	111,265

## 6. FINANCIAL INSTRUMENTS

Credit risk	Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The organization is exposed to credit risk resulting from the possibility that a customer or counterparty to a financial instrument defaults on their financial obligations. The organization's financial instruments that are exposed to concentrations of credit risk relate primarily to its accounts receivable from companies that operate in the agriculture industry.
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Interest rate risk	Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The organization is exposed to interest rate risk on its floating interest rate line of credit. Currently the organization has not drawn on this credit facility and therefore the risk is considered to be limited.
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*There have not been any changes in these risks from the prior year.*

# CORPORATE SUPPORTERS

## CULTIVATOR (\$20,000+)



## CORE (\$15,000+)



## PATRON (\$10,000+)



## BUILDER (\$5,000+)

- CropLife Manitoba
- Dow AgroSciences
- Dairy Farmers of Manitoba
- DuPont Pioneer
- MacDon
- Manitoba Corn Growers Association
- Manitoba Education and Training
- Provincial Exhibition of Manitoba
- Think Shift
- U of M Faculty of Agricultural & Food Sciences
- Viterra
- Yara

To see how you can get involved by becoming a member or volunteering, [visit \*\*aitc.mb.ca\*\*](http://visit.aitc.mb.ca)

