



Agriculture in the classroom

CULTIVATING AN INTEREST IN AGRICULTURE

OUR FOOD HAS A

STORY

2017 ANNUAL REPORT



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GET TO
KNOW US!

A LEADER IN AGRICULTURE EDUCATION

Agriculture in the Classroom-Manitoba (AIRC-M) is a non-profit, charitable organization dedicated to developing curriculum-linked programs, resources and activities for teachers and students to learn more about the importance of agriculture in Manitoba.

We strive to achieve our ABC mandate in everything we do, which is to be ACCURATE, BALANCED and CURRENT. This allows students to develop critical-thinking skills related to agriculture, food, bioproducts and life sciences.

Your support allows us to continue to be a leader in agriculture education.
Thank you for a successful 2017!





OUR TEAM

STAFF



SUE CLAYTON
Executive Director



RENEE REIMER
Finance Coordinator



TENESHA LAWSON
Communications Coordinator/
Program Manager



KATHARINE CHEREWYK
Program and Volunteer Manager



KIRA ROWAT
Program Manager



KAREN HILL
Curriculum Specialist



LARISSA PEITSCH
Program Assistant



A MESSAGE FROM THE EXECUTIVE DIRECTOR

This past year, Agriculture in the Classroom-Manitoba (AIRC-M) had more opportunities than ever to show students and educators that our food has a story and it's one worth learning.

Our organization strives to help students learn where their food comes from and equip them to engage in meaningful conversations about agriculture. In 2017, AIRC-M worked 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.

As the conversation broadened around public trust in agriculture this past year, the demand for our programs grew to new heights and as you'll see in this annual report, we rose to that challenge. The difference we are making is clear, and much of the credit is due to our strong partnerships in industry, government and the community. As a non-profit, charitable organization, AIRC-M simply could not succeed without your support.

Our dedicated staff, board members and hundreds of volunteers are truly the heartbeat of our efforts. Thank you for your hard work and tireless enthusiasm. Your support makes it all possible.

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 maintaining public trust, or preparing our industry's future employees and consumers. While each of these speak to our mission, our story is rooted in each of us – the people who work together to help our industry grow.

As we enter our 30th year, we look forward to writing the next chapter of our collective story!

Sue Clayton





BOARD OF DIRECTORS



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President,
Cargill Canada



LAUREL LYONS
Vice-President,
Manitoba Pork Council



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Yara



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PATSY MICHIELS
Agriculture & Agri-Food Canada



DIANNE RIDING
Producer



TRACEY SHELTON
Richardson International



TIM SWYNAR
Royal Bank of Canada



A MESSAGE FROM THE PRESIDENT

It's true. Our food does have a story.

It's a shared story that features all the drama of any good piece of literature: humans versus nature, the agony of loss, a love story for the ages, heroes to get behind, and the triumph of true grit. Perhaps you think I'm exaggerating. It may not seem very romantic as you go about your daily business of farm chores or customer meetings, but imagine how our world seems to a child who has never experienced such things before. Imagine how their eyes could be opened to their own potential future working in agriculture.

The 862 individuals who volunteered for one or more of our Agriculture in the Classroom-Manitoba events helped weave the threads of that story for thousands of students in 2017. Becoming an AITC-M volunteer is a unique opportunity to connect and share your story that you can't find anywhere else. Whether you're serving food at a Made in Manitoba Breakfast, leading an activity at the Amazing Agriculture Adventure or speaking to a classroom during Canadian Agriculture Literacy Month, you're adding in more colour, detail, and helping bring the story to life.

Why leave this job to someone else? Only you know why you're involved in agriculture. Only you can talk about the special role you play in feeding people.

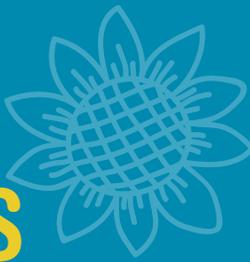
It doesn't require amazing abilities or anything special, really. Volunteering for AITC-M is a gratifying experience and an opportunity to share your experience in agriculture. It also exposes students to the mosaic of folks who represent the agriculture industry in our province.

What role do you play in bringing food to the tables of people around the world? I bet there's a tale to tell.

Because our food has a story, and so do you.



OUR PROGRAMS



When students are exposed to agriculture early on, they're able to understand that the food story doesn't start at the grocery store, but on the farm.

Every agriculture touchpoint we make from kindergarten to Grade 12, helps our students grow healthy relationships between the food they eat and the people who produce it.

CANADIAN AGRICULTURE LITERACY MONTH

OUR FOOD HAS A STORY TO TELL

Connecting students and agriculture is at the core of Canadian Agriculture Literacy Month (CALM). During the month of March, we paired students and teachers with a local farmer or agricultural representative to increase agriculture awareness among students.

Students not only interacted with volunteers, but they also did an agriculture-themed activity, and had an ag-related book read to them.

The Honourable Ralph Eichler, Minister of Agriculture, and the Honourable Ian Wishart, Minister of Education and Training, proclaimed March 2017 to be Canadian Agriculture Literacy Month in Manitoba.

DID YOU KNOW?

- In 2017, CALM increased from a week to a month! Now more students are able to create meaningful experiences about food and agriculture.
- Over 1/3 of all elementary schools in Winnipeg participated in CALM in 2017.

 **110**
SCHOOLS

 **5,275**
STUDENTS

 **249**
CLASSROOMS

 **110**
VOLUNTEERS

"Over the past few years I have seen a huge increase in knowledge, respect and appreciation for the field of agriculture. This program has been the driving force behind that growth and engagement in learning!"

- Teacher



MADE IN MANITOBA BREAKFAST

PUTTING A FACE TO AGRICULTURE

Over 5,100 Winnipeg students filled their minds and bellies during our Made in Manitoba Breakfast (MIMB) program.

Students from K-12 nourished their minds with a curriculum-linked presentation on how their breakfast got from the farm to their plate. They nourished their bellies with a Manitoba-made breakfast served by local producers and industry professionals.

"Nothing brings people together like food! The students get so excited about trying to figure out which parts of their breakfast came from which commodity or animal. It really drives home the connection between agriculture, farming and the food they eat."

**- Trish Jordan,
AITC-M Board Member**



DID YOU KNOW?

The MIMB program started with one small breakfast in Minnedosa in 2004 and has exploded in popularity ever since.

 **10**
SCHOOLS

 **5,194**
STUDENTS

 **732**
TEACHERS

 **49**
VOLUNTEERS

FUN FACTS

One out of eight Canadians work in agriculture. That means approximately **650** students that participated in the 2017 MIMB program will work in agriculture one day – talk about opportunities!

ON THE MENU

10,388 pancakes

25 tubs of Canola Harvest margarine

50 jars of honey

11,900 pork sausages

1,020 chicken sausages

5,976 hard-cooked eggs

6,163 individual 250 mL chocolate milk cartons

NEW!

We added chicken breakfast sausages for students with dietary/religious restrictions.



"These games are so cool and I loved planting the sunflower seeds."
- Student

SEED SURVIVOR

IT STARTS WITH A SEED

AITC-M partnered with Agrium to deliver its mobile Seed Survivor program to thousands of elementary students in Winnipeg and surrounding areas in spring of 2017. Students discovered what plants need to stay strong and healthy and how farmers continue to be great stewards of the land.

Inside the trailer, students explored digital games about the 4-R's of nutrient stewardship, soil types and local food. Outside the trailer, students applied what they learned and planted a sunflower seed to continue agriculture education in the classroom. It's amazing how much students learn when they're having fun.

Due to popular demand, Seed Survivor is scheduled to be back in 2019!

 **41**
SCHOOLS

 **4,508**
STUDENTS

 **71**
TEACHERS

 **15**
VOLUNTEERS



TEACHER DRIVER AWARD

ROSANNE MASSINON, 2017 TEACHER DRIVER AWARD RECIPIENT

Energetic, passionate and dedicated, are just a few words to describe the 2017 Teacher Driver Award recipient. Couple that with a genuine interest and motivation to bring agriculture to her students, and you have this year's successful nominee: Rosanne Massinon, high school science and agriculture teacher at Carman Collegiate.

There is no limit to agriculture education in Rosanne's classroom – she is always looking for new experiential field trips, resources, and lesson plans to do with her class.

She is no stranger to the organization as she has participated in several AITC-M programs over the years, including Amazing Rangeland Adventure, genAG, Canadian Agriculture Literacy Month and teacher professional development sessions. But she doesn't stop there. Rosanne also creates her own adventures by organizing tours to local dairy farms, greenhouses and agriculture research facilities.

Rosanne is a leader in agriculture education and AITC-M is honoured to be able to work with an educator who serves as a role model for others in how to inspire young people to experience agriculture.

"I believe that infusing agriculture across my curriculums has made for richer and more meaningful learning experiences for my students. I want to thank AITC-M for all their support in providing innovative classroom resources and experiential learning opportunities for my students"
- Rosanne Massinon



OUR REACH IN

2017

TELLING OUR STORY
FAR AND WIDE.



30,000
students



5
new classroom
resources



862
volunteers

200 schools



10,111
online users



35,116
page views

50
Little Green
Thumbs gardens

SCHOOL LIST

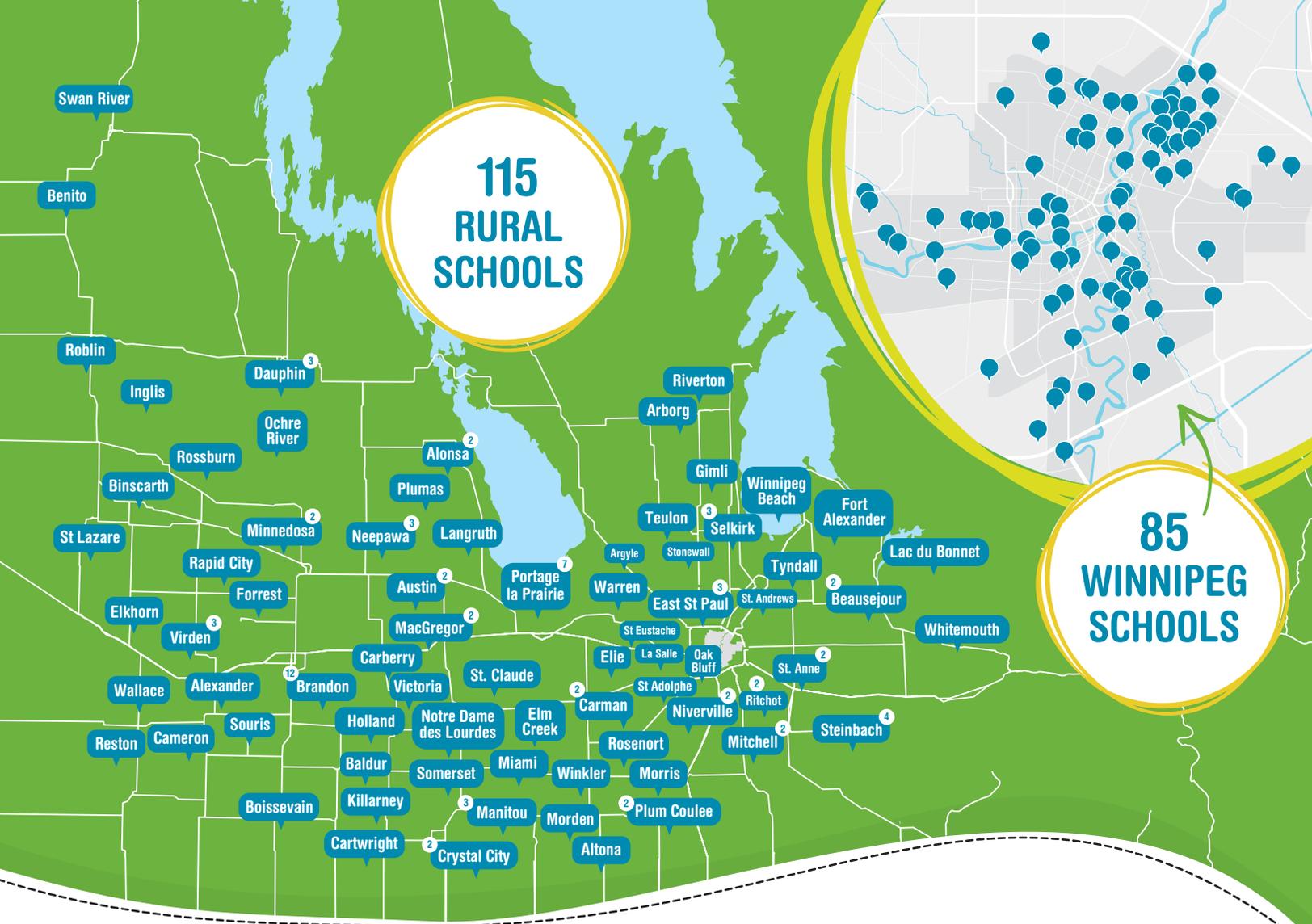
Arborg Early Middle Years School
Alexander School
Alonsa School
Austin Elementary
B.E. Glavin School
Baker School
Baldur School
Benito School
Bernie Wolfe Community School
Betty Gibson School
Bincarth Elementary School
Bird's Hill School
Boissevain School
Brant-Argyle School
Brennen School
Carberry Collegiate
Carman Collegiate
Cartwright School
CASA Montessori And Orff School

Centennial School
Chancellor School
Chief Peguis Junior High
Christian Heritage School
Christ The King School
Crystal City Early Years School
Dalhousie School
Darwin School
Dr. F.W.L. Hamilton School
Earl Oxford School
École Arthur Meighen School
École Assiniboine
École Beausejour Early Years
École Communautaire Gilbert-Rosset
École Crescentview School
École Elmwood Elementary
École Harrison
École Iles-Des-Chenes
École Leila North Middle School
École Marie-Anne-Gaboury

École Morden Middle School
École New Era
École Provencher
École Robert Browning
École Robert H. Smith
École Saint-Lazare
École South Pointe School
École St Adolphe School
École Tuxedo Park
École Varennes
Elkhorn School
Elm Creek School
Elmdale School
Elmwood High School
Elwick School
Emerson Elementary
Faraday School
Forrest Elementary School
Garden City Collegiate
General Byng School
Gillis School
Glenlawn Collegiate

Gordon Bell High School
Governor Semple School
Gray Academy of Jewish Education
Greenway School
H.S. Paul School
Happy Thought School
Hazel M Kellington School
Hedges Middle School
Henderson Elementary
Henry G. Izatt Middle School
Holland Elementary
Holy Cross School
Immanuel Christian School
Inglis Elementary School
J.H.Bruns Collegiate
J.R. Reid School
James Nisbet Community School
John de Graff School
John Henderson Junior High School

John Taylor Collegiate
Joseph Teres School
Kamsley School
Keeseekoowenin Elementary School
Kent Road School
Kildonan East Collegiate
Killarney School
King Edward Community School
Kirkcaldy Heights School
Kola School
La Salle School
La Verendrye School
Langruth Elementary
Linden Lanes School
Linwood School
Lord Selkirk Regional Comprehensive Secondary School
Lieutenant Colonel Barker V.C. School
MacGregor Collegiate



**115
RURAL
SCHOOLS**

**85
WINNIPEG
SCHOOLS**

Machray School
 Mallard School (Keystone Colony)
 Manitou Elementary
 Maple Grove Colony School
 Maple Leaf Elementary School
 Marion School
 Mary Montgomery School
 Mennonite Brethren Collegiate
 Miami School
 Miles Macdonell Collegiate
 Minnedosa Collegiate
 Mitchell Elementary School
 Mitchell Middle School
 Morris School
 Mulvey School
 Munroe Junior High School
 Neepawa Area Collegiate
 Neil Campbell School
 Nellie McClung Collegiate
 New Era Elementary School
 Niverville Collegiate

Niverville Elementary
 Nordale School
 North Memorial School
 Northlands Parkway Collegiate
 Oak Bluff Community School
 Oakenwald School
 Oakville School
 Ochre River School
 Pacific Junction School
 Parc La Salle School
 Pine Creek School
 Plum Coulee School
 Plumas Elementary School
 Polson School
 Prairie Mountain High School
 Princess Margaret School
 Principal Sparling School
 Rapid City Elementary
 Reston School
 Richer School
 River Heights School

Riverton Early Middle Years School
 Riverview School
 Robert Andrews School
 Robert Smith Elementary School
 Roblin Elementary
 Rosenort School
 Rossburn Elementary
 Royal School
 Sagkeeng Junior High School
 Salisbury Morse Place
 Samuel Burland School
 Sandy Bank School
 Seven Oaks MET School
 Sherwood School
 Sigurbjorg Stefansson Early School
 Smith-Jackson School
 Souris School
 Southeast Collegiate
 Springfield Heights School
 St. Andrews School

St. Eustache School
 St. Gerard School
 St. Ignatius School
 St. James Collegiate
 St. John Brebeuf School
 St. John's Ravenscourt School
 St. Mary's Academy
 St. Maurice School
 St. George School
 St. Gerard School
 St. Paul's Collegiate
 Ste. Anne Elementary School
 Steinbach Christian School
 Steinbach Regional Secondary School
 Sterling North - Stonewall Campus
 Stonybrook Middle School
 Strathcona School
 Strathmillan School
 Sun Valley School
 Swan Valley Regional Secondary School

Tanner's Crossing School
 Teulon Elementary School
 Thomas Greenway Middle Years School
 Transcona Collegiate
 Tyndall Park Community School
 Valleyview Centennial School
 Victor H.L. Wyatt School
 Victory School
 Vincent Massey Collegiate
 Virden Collegiate
 Virden Junior High
 Waverly Park School
 West Valley Elementary School
 Westpark School
 Westwood Collegiate
 Whitemouth School
 Windsor Park Collegiate
 Winnipeg Beach School
 Wolsley School
 Yellowquill School



TRAIN THE TRAINER

Teachers trust us in developing remarkable programs and resources to enhance their students' understanding of all things agriculture. But our work comes alive at the hands of our teachers.

Agriculture is not a mandatory part of school curriculum in Manitoba, so teachers get to choose how and if they want to incorporate it into their lesson plans.

Students rely on teachers for information and advice, even when it comes to food and agriculture. That's why we believe in equipping teachers with science-based knowledge about today's agriculture through teacher professional development days.

"Traditionally I have spent more time on the other units in geography, however, I will be focusing a lot more on agriculture in the future. Thanks for the wonderful day!"



ONE TEACHER HAS A BIG IMPACT

In 2017, we delivered four teacher professional development days training over 89 teachers in 64 schools, therefore impacting over 7,144 students – that's **35,720 students** over five years!"

WHAT CAN YOU DO?

We need your help informing teachers and their students about the important role agriculture plays in our province. Join us in educating future consumers about the industry we love. For more information, please visit aitc.mb.ca.



"Without member support, it is impossible to inform future consumers how Canada's abundant food supply is the healthiest and safest in the world – and it all comes from the farm"
- **Bob Bartley,**
AITC-M Board Member



1. BECOME A MEMBER OR DONOR

Membership and donations allow us to reach 30,000 students every year. We can't meet the demand for agriculture education without individual and corporate support dollars. Visit our website to become a member or to make a donation.

2. VOLUNTEER

Volunteers are the heartbeat of our organization. Donate your time, passion and smile for one or more of our programs. Get started by completing our volunteer registration form on our website.

3. TELL YOUR STORY

Sharing your agriculture story with others encourages them to do the same. As a whole we can amplify our story and build public trust.



CORPORATE SPONSORS

Cultivator

Agrium
Cargill Ltd
Manitoba Canola Growers Association
Manitoba Pork Council
Manitoba Pulse & Soybean Growers
Monsanto Canada
Richardson International

Core

Mosaic

Patron

Bayer
Manitoba Beef Producers

Builder

Dairy Farmers of Manitoba
Dow AgroSciences
MacDon Industries Ltd.
Manitoba Corn Growers Association Inc
Manitoba Education and Training
Parrish and Heimbecker
Viterra
Yara

Partner

Access Credit Union
Ag Advantage Ltd
Border Chemical Company Ltd

CANTERRA SEEDS
Countryside Farms
DuPont Pioneer
Farm Credit Canada - Brandon/Steinbach
Farm Credit Canada - Winnipeg
Grain Elevator and Processing Society
Keystone Agricultural Producers
Manitoba Agriculture
Manitoba Chicken Producers
Manitoba Egg Farmers
Manitoba Potato Production Days

Manitoba Veterinary Medical Association
Munro Farm Supplies
Scott Wolfe Management Inc
Shafer Commodities Inc
Shur-Gro Farm Services Ltd
Syngenta Canada
Think Shift
Western Ag Professional Agronomy

Contributor

Assiniboine Community College
Heritage Co-op
Manitoba Sheep Association

Manitoba Agricultural Services Corporation
Manitoba Auctioneers Association
Manitoba Seed Growers Association
Manitoba Turkey Producers
Northern Quinoa Production Corporation
Pitura Seeds
RM of Hanover
RM of La Broquerie
RM of Oakview
Ste Anne Co-op Oil Ltd

INDIVIDUAL MEMBERS

Pacesetter

Trish Jordan

Enthusiast

Brandon Hills Fireflies
Marc Hutlet Seeds
Greenland Equipment Ltd
RM of Rhineland
RM of Wallace-Woodworth
Town of Carman
Whitemud Watershed Conservation District

Supporter

Adrien Caillier
Art Enns & Sons Ltd
Baret Easter
Bill Anderson
Bob Bartley
Bruce & Carol Dalgarno
Chappel Ag Ventures
Cooks Creek Conservation District
Corey Mamchuk
Dundee Farms Inc.
Ellis Farm Supplies Ltd
Faculty of Agricultural and Food Sciences
GoodwinBallance Communications
Haybusters
Hometown Service Ltd
J & V Pedersen Ltd
Judy Wilson
Leanne & Cody Campbell
Manitoba Women's Institute
Martin Farms Ltd

Peak of the Market
Prairie Fruit Growers Association
Prairie Grain Development Committee
Redfern Farm Services Ltd
Richard & Allison Leclerc
RM of Argyle
RM of Brenda-Waskada
RM of Lorne
RM of Minto-Odanah
RM of North Cypress-Langford
RM of Pipestone
RM of Roland
RM of Ste Anne
Roland Air Spray
Scheurer Farms Ltd
Seed-Ex Inc
Shelley Bartley
South Ridge Poultry
Stratus Agri-Marketing
Sue & Kern Clayton
Teresa Falk
Upper Assiniboine River Conservation District
West Souris Conservation District
5603979 MB Ltd

Friend

Al Raine
Allan Calder
Alonsa Conservation District
Andy Cardy
Assiniboine Hills Conservation District
Barry & Johanne Ross

Barry McNabb
Beauchemin Enterprise
Bernie Funk
Bill Ross
& Jocelyn Peifer Ross
Blair Rutter
Bob Horsman
Boerchers Farm Ltd
Brian Kenyon
Brian Nedohin
Bruce Montgomery
Catherine Klassen
Cathey Day
Cheryl Mayer Hrushowy
Clayton Robins
Cliff Cullen
Colpitts Farm Ltd
Corie & Neil Arbuckle
Crystal City-Clearwater Agricultural Society
Crystal Jorgenson
Curtis McRae
D Mack Farms Ltd
Darrell Friesen
Delwyn & Heather Fraser
Derek Baschuk
Derek Read
Diane & David Wreford
Diane Peckover-Hayward
Dianne Riding
Doug Chorney
Edward Cook
Ellen Pruden
Finlay Farms 89 Ltd
Fork River Women's Institute

Gail Eckert
Henry Farms Ltd
Herbsigwil Ltd
Ideal Pipe
Inwood Women's Institute
Isabella Women's Institute
James Swan Ltd
Jan Bassa
Jennifer Bailes
Jessica Brady
Jillian Krahn
JoAnne Buth
Jocelyn Advent
John Chorney Farms Ltd
John Peach
Jon Lewis (Jon Co Inc)
Karen Hill
Katherine Stanley
Keith & LeeAnne Murphy
Kelly Funke
Kelly Green
Kelly Werbowski
Kenton Johnston
Laura Holtmann
Laurel Lyons
Leanne Sprung
Les & Celeste Felsh
Les & Diane Mauthe
Livingston Family Farms Inc
Lloyd & Joan Atchison
MacNair Farms Ltd
Marvin & Margaret Elder
Mary & Gordon McPhee
McCutcheon Farms Ltd

McGill Family Farms
Mile 30 Farms Ltd
Murray Froebe
P & D Froese Farm Ltd
Pallister Farm Ltd
Patrick Comte
Patsy Michiels
Patti McKenzie
Redview Farm Ltd
Rick Vaags
Rivers Agricultural Society
Rivers Women's Institute
RM of Louise
Robert & Charlene Graham
Ron Brand
Rutter Farms
Scott Van Alstyne
Sheena Pitura
Southwest B Women's Institute
Stephen & Carolyn Biggar
Stoesz Acres Ltd
Talbot & Theresa Bergsma
Theresa Bolton
Tim Rollheiser
Timothy Swyner
Tiny Creek Farms Ltd
Todd Hyra
Tracey Shelton
Tracy Gilson
Van Aert Farms
WB Whitehead Farms
Wentworth Ag Inc
Woodmore Women's Institute

FINANCIAL STATEMENTS

INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT TO THE SHAREHOLDERS OF AGRICULTURE IN THE CLASSROOM - MANITOBA INC.

We have reviewed the accompanying financial statements of Agriculture in the Classroom -Manitoba Inc. that comprise the Statement of Financial Position as at December 31, 2017, and the statements of operations, changes in net assets and cash flows 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 enterprises, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioner's Responsibility

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

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

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

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of Agriculture in the Classroom - Manitoba Inc. as at December 31, 2017, and the results of its operations and its cash flows for the year

BDO Canada LLP

Chartered Professional Accountants

RM of Stanley, Manitoba
March 6, 2018

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	2017	2016
ASSETS		
Current		
Cash	\$ 70,588	\$ 45,724
Restricted cash (Note 5)	140,919	53,056
Accounts receivable	20,993	10,039
Prepaid expenses	1,803	4,875
Current portion of long-term investments (Note 2)	85,076	83,622
	319,379	197,316
Long-term investments (Note 2)	156,507	153,758
	\$ 475,886	\$ 351,074
LIABILITIES AND NET ASSETS		
Current		
Accounts payable and accrued liabilities (Note 4)	\$ 133,926	\$ 15,895
Deferred membership revenue	20,040	500
Deferred contributions (Note 5)	19,089	40,898
	173,055	57,293
Net assets		
Unrestricted	302,831	293,781
	\$ 475,886	\$ 351,074

Approved by:



President



Executive Director

Agriculture in the Classroom - Manitoba inc.

STATEMENT OF CHANGES IN NET ASSETS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2017	2016
Net assets, beginning of year	\$ 293,781	\$ 264,950
Excess of revenue over expenditures for the year	9,050	28,831
Net assets, end of year	\$ 302,831	\$ 293,781

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

STATEMENT OF OPERATIONS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2017	2016
REVENUE		
Memberships	\$ 220,354	\$ 235,490
Donations	88,972	139,046
Project administration revenue	63,433	62,865
Agriculture in the City	16,907	17,000
Agriculture in the Classroom Canada	–	27,400
Agrium Seed Survivor Program	20,743	–
Amazing Agriculture Adventure	11,306	21,745
Amazing Rangeland Adventure	6,008	–
Built on Ag documentary	–	75,000
Canadian Ag Literacy Month	11,926	–
Canadian Ag Literacy Week	–	46,975
Gen Ag	19,820	8,932
Global Youth Institute	3,400	4,000
Interest income	5,492	5,179
International Year of the Pulse	3,418	5,000
Little Green Thumbs	33,881	39,437
Made in Manitoba Breakfast	25,800	46,287
Manitoba Ag Days	10,813	10,170
Other revenue	11,593	6,759
Pizza Farm	–	33,607
Summer student grant	–	4,923
	\$ 553,866	\$ 789,815

FOR THE YEAR ENDED DECEMBER 31	2017	2016
EXPENDITURES		
Advertising and promotion	\$ 2,633	\$ 24,903
Agriculture in the City	16,907	18,539
Agriculture in the Classroom Canada	–	27,400
Agrium Seed Survivor program expense	20,743	–
Amazing Agriculture Adventure	16,339	15,229
Amazing Rangeland Adventure	6,008	32
Bad debt expense	240	–
Built on Ag documentary	–	75,000
Canadian Ag Literacy Month	11,926	–
Canadian Ag Literacy Week	–	44,934
Gen Ag	19,820	8,932
Global Youth Institute	3,190	1,377
Insurance	2,356	2,688
Interest and bank charges	852	1,095
International Year of the Pulse	3,418	5,000
Little Green Thumbs	33,881	39,437
Made in Manitoba Breakfast	26,258	54,805
Manitoba Ag Days	10,813	4,588
Meetings and conferences	18,268	13,895
Miscellaneous	1,708	10,687
Office expenses	14,314	10,787
Pizza Farm	–	33,607
Professional fees	8,872	9,332
Rental	6,060	8,488
Salaries and wages	299,238	304,934
Telephone and internet	10,409	11,085
Travel	10,563	34,210
	544,816	760,984
Excess of revenue over expenditures for the year	\$ 9,050	\$ 28,831

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

STATEMENT OF CASH FLOWS (UNAUDITED)

FOR THE YEAR ENDED DECEMBER 31	2017	2016
Cash flows from operating activities		
Excess of revenue over expenditures for the year	\$ 9,050	\$ 28,831
Changes in non-cash working capital:		
Accounts receivable	(10,954)	18,834
Prepaid expenses	3,072	3,650
Accounts payable and accrued liabilities	118,030	(50,491)
Deferred contributions	(21,808)	(70,368)
Deferred membership revenue	19,540	500
	<u>116,930</u>	<u>(69,044)</u>
Cash flows from investing activities		
Purchase of investments	(4,203)	(49,552)
Net increase (decrease) in cash	112,727	(118,596)
Cash, beginning of the year	98,780	217,376
Cash, end of the year	<u>\$ 211,507</u>	<u>\$ 98,780</u>
Represented by:		
Unrestricted cash	\$ 70,588	\$ 45,724
Restricted cash	140,919	53,056
	<u>\$ 211,507</u>	<u>\$ 98,780</u>

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

NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2017

1. SIGNIFICANT ACCOUNTING POLICIES

Purpose of the Organization	<p>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.</p> <p>The organization is a registered charity and, as such, is exempt from income tax and may issue income tax receipts to donors.</p>
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.
Tangible Capital Assets	Tangible capital assets are stated at cost less accumulated amortization.
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>

NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2017	2017	2016
2. LONG-TERM INVESTMENTS		
2.45% Crosstown Civic Credit Union guaranteed investment certificate maturing July 2018	\$ 29,051	\$ 28,356
2.60% Crosstown Civic Credit Union guaranteed investment certificate maturing July 2019	29,178	28,438
2.20% Crosstown Civic Credit Union guaranteed investment certificate maturing October 2021	39,158	38,315
2.10% Crosstown Civic Credit Union guaranteed investment certificate maturing August 2018	10,327	10,115
2.25% Crosstown Civic Credit Union guaranteed investment certificate maturing August 2019	10,357	10,130
2.40% Crosstown Civic Credit Union guaranteed investment certificate maturing August 2020	39,325	38,403
1.25% Crosstown Civic Credit Union guaranteed investment certificate maturing July 2018	45,698	45,134
2.45% Crosstown Civic Credit Union guaranteed investment certificate maturing August 2022	38,489	–
Crosstown Civic Credit Union guaranteed investment certificates matured during the year	–	38,489
	241,583	237,380
Less: current portion of long-term investments:	(85,076)	(83,622)
	\$ 156,507	\$ 153,758

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 (3.20% at December 31, 2017) 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, 2017 the organization had unutilized capacity under its line of credit facility of \$25,000.

4. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES	2017	2016
Trade accounts payable	\$ 12,096	\$ 3,737
Monsanto "Farmers Grow Communities" grants payable	121,830	12,158
	\$ 133,926	\$ 15,895

NOTES TO FINANCIAL STATEMENTS (UNAUDITED)

DECEMBER 31, 2017

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:

	2017	2016
Balance, beginning of year	\$ 40,898	\$ 111,265
Add: Contributions received in the year	144,519	282,678
Less: Amount recognized as revenue	\$ (166,328)	\$ (253,818)
Less: Amount transferred to Agriculture in the Classroom Canada	-	(99,227)
Balance, end of year	19,089	40,898

The balance is represented by the following:

Little Green Thumbs	7,089	13,930
Ag Days school tours	-	8,000
Gen Ag	-	3,668
Amazing Agriculture Adventure	-	1,500
International Year of the Pulse	-	3,800
Canadian Ag Literacy Month	12,000	10,000
	19,089	40,898

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 counter party 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.

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.

There have not been any changes in these risks from the prior year.

OUR NEXT CHAPTER

We work hard to cut through the noise to maintain public trust, pique interest in agriculture and prepare our industry's future employees and consumers. The agriculture industry is complex and multi-faceted, but our story is unified, genuine, and dynamic. In other words, it's something to celebrate.

Thank you to our corporate supporters for being the heroes of our story and allowing us to write a new chapter into 2018.



OUR CORPORATE SUPPORTERS

CULTIVATOR (\$20,000+)



CORE (\$15,000)



PATRON (\$10,000+)



BUILDER (\$5,000)

Dairy Farmers of Manitoba	MacDon Industries Ltd.
Dow AgroSciences	Manitoba Education and Training
Manitoba Corn Growers Association	Viterra
	Yara



To learn how you can get involved by becoming a member or volunteering, visit aitc.mb.ca





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Proud member of Agriculture in the Classroom Canada