



Consolidated Financial Statements

TLC The Land Conservancy of British Columbia

April 30, 2021

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Independent Auditors' Report

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To the directors of TLC The Land Conservancy of British Columbia

Qualified Opinion

We have audited the consolidated financial statements of TLC The Land Conservancy of British Columbia ("the Society"), which comprise the consolidated statement of financial position as at April 30, 2021, and the consolidated statements of operations, changes in fund balances and cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the TLC The Land Conservancy of British Columbia as at April 30, 2021, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the Society derives revenue from fundraising activities, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to amounts recorded in the records of the Society. Therefore, we were not able to determine whether any adjustments might be necessary to donation revenue, excess of revenues over expenses, and cash flows from operations for the years ended April 30, 2021 and 2020, current assets as at April 30, 2021 and 2020, and net assets as at May 1 and April 30 for both the 2021 and 2020 years. Our audit opinion on the consolidated financial statements for the year ended April 30, 2020 was modified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Victoria, Canada
August 28, 2021



Chartered Professional Accountants

TLC The Land Conservancy of British Columbia

Consolidated Statement of Operations

Year ended April 30

	2021			2020	
	General Fund	Restricted Fund	Total	Total	
Revenue					
Donations	\$ 156,395	\$ 1,888,207	\$ 2,044,602	\$	619,865
Grants	15,683	322,300	337,983		181,146
Memberships	125,614	10,750	136,364		134,427
Other income	9,568	11,813	21,381		28,758
Donations in-kind	124,594	812,839	937,433		181,216
Rental income	299	24,735	25,034		32,893
Federal relief funding (Note 13)	219,975	5,464	225,439		-
	<u>652,128</u>	<u>3,076,108</u>	<u>3,728,236</u>		<u>1,178,305</u>
Expenses					
Advertising	4,074	7,032	11,106		5,415
Amortization	9,632	6,543	16,175		18,785
Consulting	2,200	24,716	26,916		15,970
Donations (Note 10)	-	186,315	186,315		84,743
Fundraising	591	331	922		52
Interest and bank charges	5,257	294	5,551		4,714
Insurance	13,257	10,186	23,443		24,781
Licenses, dues, and fees	1,684	913	2,597		3,877
Office supplies, printing, postage	11,624	10,868	22,492		28,359
Other expenses	25,761	33,179	58,940		29,376
Professional fees	68,473	76,273	144,746		103,757
Property taxes	-	22,650	22,650		16,667
Rent and utilities	23,830	13,832	37,662		32,366
Repairs and maintenance	5,880	24,771	30,651		15,116
Salaries, wages and benefits	196,950	236,911	433,861		410,504
Telephone	6,925	1,495	8,420		6,862
Transfer to other agencies	-	-	-		-
Travel	489	4,343	4,832		14,558
	<u>376,627</u>	<u>660,652</u>	<u>1,037,279</u>		<u>815,902</u>
Excess of revenue over expenses	<u>\$ 275,501</u>	<u>\$ 2,415,456</u>	<u>\$ 2,690,957</u>	<u>\$</u>	<u>362,403</u>

See accompanying notes to the consolidated financial statements.

TLC The Land Conservancy of British Columbia
Consolidated Statement of Changes in Fund Balances

Year ended April 30

2021

2020

	<u>General Fund</u>	<u>Restricted Fund</u>	<u>Total</u>	<u>Total</u>
Fund balances, beginning of year	\$ 874,998	\$ 25,813,194	\$ 26,688,192	\$ 26,325,789
Excess of revenue over expenses	275,501	2,415,456	2,690,957	362,403
Interfund transfer (Note 8)	<u>(530,232)</u>	<u>530,232</u>	<u>-</u>	<u>-</u>
Fund balances, end of year	<u>\$ 620,267</u>	<u>\$ 28,758,882</u>	<u>\$ 29,379,149</u>	<u>\$ 26,688,192</u>

See accompanying notes to the consolidated financial statements.

TLC The Land Conservancy of British Columbia Consolidated Statement of Financial Position

April 30

2021

2020

	General Fund	Restricted Fund	Total	Total
Assets				
Current				
Cash and cash equivalents	\$ 487,988	\$ 638,520	\$ 1,126,508	\$ 832,387
Cash held in trust	-	39,809	39,809	27,601
Receivables	36,695	20,293	56,988	31,098
Prepays	8,931	8,818	17,749	21,851
	<u>533,614</u>	<u>707,440</u>	<u>1,241,054</u>	<u>912,937</u>
Investments (Note 3)	129,000	-	129,000	129,000
Conservation covenants (Note 2(f))	-	16,369,904	16,369,904	16,419,224
Capital assets (Note 4)	33,916	11,693,403	11,727,319	9,291,319
	<u>\$ 696,530</u>	<u>\$ 28,770,747</u>	<u>\$ 29,467,277</u>	<u>\$ 26,752,480</u>

Liabilities

Current

Payables and accruals	\$ 76,262	\$ 11,865	\$ 88,127	\$ 64,288
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Fund Balances

Invested in conservation covenants	-	16,369,904	16,369,904	16,419,224
Invested in capital assets	33,916	11,681,538	11,715,454	9,285,169
Internally restricted (Note 8)	-	426,793	426,793	36,761
Externally restricted	-	280,647	280,647	103,918
Unrestricted	586,351	-	586,351	843,120
	<u>620,267</u>	<u>28,758,882</u>	<u>29,379,149</u>	<u>26,688,192</u>
	<u>\$ 696,529</u>	<u>\$ 28,770,747</u>	<u>\$ 29,467,276</u>	<u>\$ 26,752,480</u>

Commitments (Note 12)

Lori Roter

Director

Thomas B. Watson

Director

See accompanying notes to the consolidated financial statements.

TLC The Land Conservancy of British Columbia

Consolidated Statement of Cash Flows

Year ended April 30

			2021	2020
	General Fund	Restricted Fund	Total	Total
Increase (decrease) in cash				
Operating activities				
Excess of revenue over expenses	\$ 275,501	\$ 2,415,456	\$ 2,690,957	\$ 362,403
Items not involving cash				
Amortization of capital assets	9,632	6,543	16,175	18,785
Gain on sale of tangible capital assets	-	-	-	(1,757)
Donations in-kind of land		(275,000)	(275,000)	(61,000)
	<u>285,133</u>	<u>2,146,999</u>	<u>2,432,132</u>	<u>318,431</u>
Changes in non-cash operating working capital (Note 5)	<u>26,229</u>	<u>(35,604)</u>	<u>(9,375)</u>	<u>(13,312)</u>
	<u>311,362</u>	<u>2,111,395</u>	<u>2,422,757</u>	<u>305,119</u>
Investing activities				
Proceeds from sale of capital assets	-	49,320	49,320	2,200
Purchase of capital assets	<u>(11,147)</u>	<u>(2,166,810)</u>	<u>(2,177,957)</u>	<u>(111,474)</u>
	<u>(11,147)</u>	<u>(2,117,490)</u>	<u>(2,128,637)</u>	<u>(109,274)</u>
Net transfers between funds	(531,537)	531,537	-	-
Net increase (decrease) in cash and cash equivalents	300,215	(6,095)	294,120	195,845
Cash and cash equivalents, beginning of year	<u>719,309</u>	<u>113,078</u>	<u>832,387</u>	<u>636,542</u>
Cash and cash equivalents, end of year	\$ <u>487,987</u>	\$ <u>638,520</u>	\$ <u>1,126,507</u>	\$ <u>832,387</u>

See accompanying notes to the consolidated financial statements.

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

1. Purpose of the Society

The purpose of the Society is to protect plants, animals, natural communities and landscape features that represent diversity of life on earth, by protecting the lands and waters they need to survive, and to protect areas of scientific, historical, cultural, scenic or compatible recreation value. This is accomplished by acquiring protective control of these lands and waters through ownership of the land, long-term leases or conservation covenants. The Society is a registered charity under the provisions of the Income Tax Act.

As a charity, the Society's primary sources of revenue are contributions from the public (including gifts of land), membership revenue, and government grants. These resources are used to carry out the Society's mandate as described above. The Society continually seeks funding to continue its conservation activities and to meet its ongoing administrative requirements and to fund on-going costs associated with the ownership, maintenance and up-keep of such conservation assets.

2. Summary of significant accounting policies

(a) Principles of consolidation

The consolidated financial statements consist of the accounts of the Society and its wholly-owned subsidiary company, TLC The Land Conservancy (Enterprises) Ltd.

(b) Fund accounting and revenue recognition

The Society follows the restricted fund method of accounting for contributions. Contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Contributions in kind are recognized at fair value at the date of contributions, if determinable.

Membership revenue is recognized as received.

Rental income and all other revenues are recognized as revenue in the period in which it is earned.

The General Fund accounts for the Society's administrative and operational activities. The fund reports donations received for which there are no restrictions attached by the donor.

Restricted contributions subject to externally imposed restrictions specifying how the funds are to be used are disclosed in the Restricted Fund. The Restricted Fund also reflects contributions received for the acquisition and conservation of certain capital assets and net investment in such capital assets.

Endowment Funds report contributed resources that have been restricted for endowment purposes, either externally by the contributor or internally by the Board. Investment income earned on these funds is internally restricted to be re-invested into such funds, unless decided otherwise by the Board.

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

2. Summary of significant accounting policies (continued)

(c) Cash and cash equivalents

Cash and cash equivalents are comprised of cash in the bank, cash on hand and financial instruments with maturity dates of three months or less when acquired.

(d) Investments

Long-term investments are carried at cost and are written down when it has been determined that there has been a loss in value that is other than temporary.

(e) Capital assets and amortization

Capital assets are recorded at cost. Amortization is provided for by using the declining balance method and the following rates:

Buildings	5%
Furniture and equipment	5%, 20%, 30% and 50%
Computer equipment and software	30% and 50%
Vehicles	30%

The Society also owns historic collections with a cost of \$995 (2018: \$995). No amortization is being provided for on such assets.

(f) Conservation land and covenants

A conservation covenant is a voluntary, written agreement between a landowner and one or more covenant holders. It can cover all or part of a parcel of property. In the agreement, the landowner promises to protect the land or features on the land in ways that are specified in the covenant. The conservation covenant is registered against title to the property in the British Columbia Land Title Register under section 219 of the Land Title Act. A conservation covenant registered under this section may be modified by the holder of the charge and the owner of the land charged, or discharged by the holder of the charge. Once registered on title, that agreement runs with the title and binds all future owners. Conservation lands and covenants are either purchased or donated.

Purchased conservation lands and covenants are recorded at cost when title is transferred. Contributed conservation lands and covenants are recorded at fair market value when title is transferred. Landowners may receive an income tax receipt for the donation of a conservation covenant to a registered charity. The value of the receipt is determined by a certified land appraiser and usually represents the difference in the appraised value of the property before and after the conservation restrictions are in place. A covenant's value is measured as the difference between the fair value of the property before and after the covenant is registered.

The contributions are recorded as revenue and also as an asset in conservation lands and covenants. Properties transferred to others are recorded as a reduction of conservation land and covenants and net assets invested in conservation covenants.

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

2. Summary of significant accounting policies (continued)

(g) Contributed assets

Contributed capital assets are recognized at their fair value, which is supported by independent appraisal. During the current year, the Society did not receive any contributed lands or covenants.

(h) Endowment contributions

The Society receives endowment contributions which are specified for transfer for holding purposes to the Victoria Foundation. Receipts are shown as revenues of the General Fund and the corresponding transfer is shown in expenses under transfers to other agencies. These funds are held by the Foundation and the Society is entitled to receive an annual distribution from income earned on them between 2% and 4.5%.

(i) Financial instruments

Financial instruments are recorded at fair value on initial recognition. Investments that are quoted in an active market are subsequently measured at fair value with changes in fair value recorded in the statement of operations. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Society has not elected to carry any such financial instruments at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Society determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Society expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

2. Summary of significant accounting policies (continued)

(j) Long-lived assets

The Society regularly reviews the long-term service potential of long-lived assets to the Society. If there is a change to the long-term service potential in the future, the Society may be required to record impairment charges for these assets.

(k) Use of estimates

The preparation of consolidated financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the period. Actual results could differ from these estimates.

(l) Government Assistance

The Society recognizes government grants when there is reasonable assurance that the grant will be received, and that the Society will comply with the conditions of the grant. Government grants receivable are recorded in general receivables on the Society's consolidated statement of financial position. The Society recognizes government grants as revenue in its consolidated statement of operations in the same period as the expenses for which the grant is intended to compensate.

3. Investments, at cost	<u>2021</u>	<u>2020</u>
Investment in Horse Lake Community Farm Co-operative	\$ 5,000	\$ 5,000
Charitable Remainder Trust investments	<u>124,000</u>	<u>124,000</u>
	<u>\$ 129,000</u>	<u>\$ 129,000</u>

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

4. Capital assets				2021	2020
		Cost	Accumulated amortization	Net book value	Net book value
Restricted Fund					
Conservation lands	\$ 11,602,147	\$ -	\$ 11,602,147	\$ 9,171,590	
Buildings	174,410	90,434	83,976	80,956	
Furniture and equipment	9,923	3,639	6,284	5,900	
Historic collections	995	-	995	995	
	<u>\$ 11,787,476</u>	<u>\$ 94,073</u>	<u>\$ 11,693,403</u>	<u>\$ 9,259,441</u>	
General Fund					
Furniture and equipment	\$ 30,427	\$ 14,334	\$ 16,093	\$ 6,117	
Computer equipment	24,847	21,707	3,140	4,785	
Vehicle	65,508	50,825	14,683	20,976	
	<u>\$ 120,782</u>	<u>\$ 86,866</u>	<u>\$ 33,916</u>	<u>\$ 31,878</u>	

5. Supplementary cash flow information

	General	Restricted	2021	2020
Changes in non-cash working capital				
Cash held in trust	\$ -	\$ (12,208)	\$ (12,208)	\$ 2,484
Receivables	(4,815)	(20,293)	(25,108)	(9,013)
Prepays	12,920	(8,818)	4,102	2,025
Payables and accruals	18,124	5,715	23,839	(8,808)
	<u>\$ 26,229</u>	<u>\$ (35,604)</u>	<u>\$ (9,375)</u>	<u>\$ (13,312)</u>

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

6. Financial Instruments

The Society is exposed to various risk through is 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 Society's main credit risks relate to its accounts receivable. There was no significant change in exposure from the prior year.

Interest rate risk

The Society is exposed to interest rate risk with respect to its fixed rate investments, such as GICs. Cash flows will fluctuate as the interest rate is linked to the bank's prime rate which is subject to change.

Liquidity risk

Liquidity risk is the risk that the Society will encounter difficulty in meeting the obligations associated with its financial liabilities. The Society's financial liabilities are comprised of its accounts payable, accrued liabilities, and accrued restructuring liabilities.

7. Remuneration

Under the British Columbia Societies Act there is a requirement to disclose the remuneration paid to all directors, and certain employees and contractors who are paid at least \$75,000 annually.

During the year, the Society paid no remuneration to directors.

During the year, the Society paid no remuneration to employees or contractors in excess of \$75,000.

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

8. Internally restricted funds and interfund transfers

The Society has internally restricted funds for the following purposes:

	Opening	Additions	Expenses	Closing
Legal defense fund	\$ 11,930	\$ 8,000	\$ -	\$ 19,930
General operating reserve	-	400,000	-	400,000
Abkhazi project	24,831	-	(17,968)	6,863
	<u>\$ 36,761</u>	<u>\$ 408,000</u>	<u>\$ (17,968)</u>	<u>\$ 426,793</u>

During the year the Society transferred the following amounts from (to) the general fund to (from) the restricted fund:

General operating reserve	\$ 400,000
Legal defense fund	8,000
Restricted cash held by operating fund	89,230
Program deficits covered by general fund	50,970
Abkhazi project funds transferred to general fund	(17,968)
	<u>\$ 530,232</u>

9. Related party transactions

During the year, the Society received contributions from members of the board of directors totalling \$38,301. Cash and donations in kind are valued at the fair market value of the items received on the date of the contribution.

10. Donations

During the year, the Society contributed funds to other agencies for Endowment purposes totalling \$186,315 (2020: \$84,743).

	2021	2020
TLC, The Land Conservancy of BC Endowment Fund	\$ 89,320	\$ 16,000
Lorimer Endowment	68,500	-
Clearwater Endowment	22,171	-
Kindwood Endowment	5,824	5,888
Briony Penn Endowment Fund	500	22,855
Ruffed Grouse Education Fund	-	40,000
	<u>\$ 186,315</u>	<u>\$ 84,743</u>

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

11. Endowment Funds held by the Victoria Foundation and Vancouver Foundation

The Society is the beneficiary of several endowment funds held at the Victoria Foundation and the Vancouver Foundation. Donations made to these foundations are held in perpetuity and pooled with their other capital funds for investment purposes, within the investment guidelines, as approved by their directors. Annual operating grants are distributed to the Society based on the investment returns and are recognized in the restricted fund.

As at March 31, 2021, the funds held by the Victoria Foundation had a fair market value of approximately \$1,356,104. The Society also is the recipient of distributions from endowment funds held by the Vancouver foundation with a fair market value of \$211,017.

12. Commitments

The Society has committed to a lease agreement for their office space which extends to October, 2022. The following are the minimum annual payments under this agreement:

2022	\$	30,000
2023		15,000
		<hr/>
	\$	45,000

TLC The Land Conservancy of British Columbia

Notes to the Consolidated Financial Statements

April 30, 2021

13. Impact of COVID-19

On March 11, 2020 the World Health Organization declared the COVID-19 outbreak a pandemic which has severely impacted many local economies around the globe. In many countries, including Canada, businesses were forced to cease or limit operations for long periods of time. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closures of non-essential services have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown. Global stock markets have also experienced great volatility and a significant weakening. Governments and central banks have responded with monetary and fiscal interventions to stabilize economic conditions.

In response to the spread of COVID-19, the Society closed their office in March 2020 and adapted their business processes to operate remotely. In September 2020 the Society moved into new office space at 5150 Cordova Bay Road, Victoria, that allowed staff and volunteers to safely remain physically distanced while working from a shared office location. The Society continues to follow government and local health authority mandates and recommendations. The Society has not experienced any significant difficulties or delays in completing their operational activities.

In response to the COVID-19 pandemic, the federal government has provided relief funding to organizations under several programs. The Society has received funding under several federal relief programs, including \$213,824 under the Canadian Emergency Wage Subsidy program, \$5,464 under the Canadian Emergency Commercial Rent Assistance program, and \$6,152 under the Canadian Emergency Rent Subsidy program.

The duration and impact of the COVID-19 pandemic, as well as the effectiveness of government and central bank responses, remains unclear at this time. It is not possible to reliably estimate the duration and severity of these consequences, as well as their impact on the financial position and results of operations of the Society for future periods.
