



SASK MUSTARD

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

ANNUAL REPORT

2020-2021

Annual General Meeting
Thursday, January 13, 2022
Zoom Conference

MANDATE

The Saskatchewan Mustard Development Commission (SaskMustard) was established in 2003 to represent the province's mustard growers

VISION

Investing in the future for mustard grower profitability.

MISSION

Growing the mustard industry for the benefit of growers through research, communication, and market development programs.



2020-2021 BOARD & STAFF

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Vice-Chair

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Executive Director

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Cory Jacob

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SK Ministry of Agriculture
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Office Hours

Monday to Friday – 8:30 a.m. to 4:00 p.m



@GrowMustard



Chair Report

Derek Dewar



The Saskatchewan Mustard Development Commission, during the business year beginning August 1, 2020 to July 31, 2021, held 6 board of directors meetings via zoom. The main topics for discussion involved finances where cost cutting and refocusing the budget have resulted in an improved financial position. Research into better varieties, herbicide resistance for weed control, and fertilizer trials have been ongoing topics of discussion. Several areas where mustard may find wider uses are currently being explored.

Our executive director, Rick Mitzel, has been working closely with all of the research, financial and office staff to widen these areas where you, the registered producers, have expressed an interest. On behalf of the board, I thank all of the staff who have been a part of developing the mustard value chain!

Looking forward in 2022, with the hope of an increase in mustard production, I feel we should also be exploring the area of marketing. A thorough look at the possibilities will make this a very interesting addition to the role of Sask Mustard.

The Sask Mustard website is widely used to stay current with a full range of mustard topics. Included are contacts for members of the board of directors who are available for your comments and suggestions. As we look forward to working on the interesting issues already mentioned I would encourage you to consider a position on the Mustard Commission as there will be two positions open at the end of 2022.

All the best in 2022

A handwritten signature in blue ink that reads "Derek Dewar".

Derek Dewar



Management Report

Rick Mitzel, PAg Executive Director



I would like to start my talk by thanking registered mustard growers for their support with their check off dollars. Without your support we would not be able to focus our energy on developing new uses for mustard and helping develop the mustard business in Canada.

This past year was a challenge in many ways and many growers are looking forward to moving on to 2022. The lower yields in mustard in 2021 brought with them higher prices for mustard in the fall of 2021. This coming year looks good for the mustard industry with renewed interest in mustard and judging by the calls we get that mustard acres look to be up.

New Uses

The work for new uses of mustard continues and Howard Love and myself have been keeping these going. The key ones we are making progress with now are the bedding studies using mustard meal to control bacteria in the bedding of dairy cattle. Greg Penner has applied for ADF funding for this project. Dr Ajay Dalai recently updated M21 on his study for using mustard meal to mix with pellets that are used for heating in Europe. His update informed us that the early stages of the project look good and that the mustard meal was out performing other types meal. The mustard meal was making the pellet more dense and therefore increasing the heat units it produces versus other pellets. He also said the mustard meal made the pellets less likely to absorb moisture than other forms of meal.

This is again in the very early stages and feasibility's have to be run to make sure this process makes economic sense as well but with the climb in heating costs in Germany that will certainly help the economics of this project.

Seed Variety Update

There has been lots of interest in both of the new mustard varieties which are AAC Yellow 80 and Hybrid Brown 18. The yield advantage they bring makes it easy to pick those varieties over open pollinated varieties. These varieties are available from Nutrien, Sundwall Seeds, Mercer Seeds and Olds Products. There is still some supply of the Yellow 80 left and some small amounts of the Hybrid Brown 18. Grower acceptance of these varieties is good and the performance of these products was strong in 2021.

Research Activities for 2022

SMDC will continue with the seeding rate and fertility trials again this coming summer and when they are complete SMDC should have a solid recommendation on both of these topics for the mustard grower. A few other research items we are working on is group 2 tolerance in mustard as well as clubroot tolerance in mustard. In addition our relationship with Nuseed has been working well and Nuseed is working on new offers for the bio diesel market.

In summary 2021 was a busy year for Mustard 21 and Sask Mustard Development Commission and also an exciting one as well. At M21 and SMDC we look forward to working with mustard growers in 2022.

A handwritten signature in blue ink, appearing to read "Rick Mitzel".

Rick Mitzel, PAg



ANNUAL BUSINESS MEETING

SASKMUSTARD ANNUAL GENERAL MEETING

Thursday, January 13, 2022

Zoom Conference

9:00 a.m.

AGENDA

AGENDA

Call to order and Opening Remarks

Approval of the Agenda

Approval of the Minutes

Financial Review

Lingard + Dreger

Approval of the Budget

Annual Report 2020-2021 and Proposed Activities 2021-2022

Resolutions

New Business

Adjourn Meeting

Market Outlook - Chuck Penner



ANNUAL BUSINESS MEETING

MOTIONS TO PRESENTED

MOTIONS TO BE PRESENTED

- That the Agenda be approved as presented.
- That the minutes of the January 11, 2021 meeting be approved as presented.
- To appoint an Audit Chair.
- That the SMDC audited financial statements for the year ending July 31, 2021 be approved as presented.
- That the SMDC Budget for 2021/2022 be approved as presented.
- That SMDC appoint Lingard + Dreger as auditor for the year ending July 31, 2022.
- To adjourn the January 13, 2022 Annual Business Meeting.





Annual Business Meeting Minutes January 11, 2021 - Zoom Call

Chair Derek Dewar called the meeting to order at 11:01 a.m.

Chair Dewar provided opening remarks, directions for voting for registered producers and introduced the board and staff.

1. Approval of the Agenda

MOTION #1: That the 2021 Sask Mustard Annual Business Meeting agenda be approved as presented.
Markus Caswell/Dean Haack/Carried

2. Approval of Minutes of the January 16, 2020 Annual Business Meeting

MOTION #2: That the minutes of the January 16, 2020 annual meeting be approved as presented.
Jack Myles/Ivan Costley/Carried

3. Financial Review

MOTION #3: To appoint Dean Haack as Audit Chair.
Ivan Costley/Markus Caswell/Carried

Max Lingard with Lingard + Dreger reviewed the Audited Financial Statements for the year ending July 31, 2020.

MOTION # 4: That the SMDC audited financial statements for the year ending July 31, 2020 be approved as presented.
Dean Haack/Bain Fritzler/Carried

4. Approval of the Budget

Mitzel reviewed the 2020-2021 budget and advised that Sask Mustard is in a good financial position.

MOTION #5: That the SMDC budget for the 2020-2021 fiscal year be approved as presented.
Jack Myles/Ivan Costley/Carried

MOTION #6: That SMDC appoint Lingard + Dreger as auditor for the year ending July 31, 2021.
Baine Fritzler/Markus Caswell/Carried

5. Annual Report and Proposed Activities

Rick Mitzel gave an overview of the Mustard 21 research projects and mustard new uses and thanked the organizations who have provided financial support for the research projects.

6. Resolutions

No resolutions were received.

7. New Business

No new business was identified.

8. Adjournment

MOTION #8: To adjourn the SMDC January 11, 2021 Annual Business Meeting.
Dean Haack

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

Financial Statements

For the Year Ended July 31, 2021

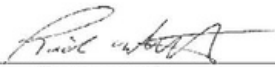
MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The financial statements of Saskatchewan Mustard Development Commission have been prepared in accordance with Canadian accounting standards for not-for-profit organizations. When alternative accounting methods exist, management has chosen those it deems most appropriate in the circumstances. These statements include certain amounts based on management's estimates and judgments. Management has determined such amounts based on a reasonable basis in order to ensure that the financial statements are presented fairly in all material respects.

The integrity and reliability of Saskatchewan Mustard Development Commission's reporting systems are achieved through the use of formal policies and procedures, the careful selection of employees and an appropriate division of responsibilities. These systems are designed to provide reasonable assurance that the financial information is reliable and accurate.

The Board of Directors is responsible for ensuring that management fulfills its responsibility for financial reporting and is ultimately responsible for reviewing and approving the financial statements. The Board carries out this responsibility principally through its Audit Committee. The Audit Committee is appointed by the Board and meets periodically with management and the directors' auditors to review significant accounting, reporting and internal control matters. Following its review of the financial statements and discussions with the auditors, the Audit Committee reports to the Board of Directors prior to its approval of the financial statements. The Committee also considers, for review by the Board and approval by the directors, the engagement or re-appointment of the external auditors.

The financial statements have been audited on behalf of the directors by Lingard + Dreger LLP, in accordance with Canadian accounting standards for not-for-profit organizations.



Management



Management

November 24, 2021

INDEPENDENT AUDITOR'S REPORT

To the Directors of Saskatchewan Mustard Development Commission

Qualified Opinion

We have audited the financial statements of Saskatchewan Mustard Development Commission (the Commission), which comprise the statement of financial position as at July 31, 2021, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the Commission as at July 31, 2021, and the results of its operations and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

The Commission collects a levy from Saskatchewan producers through buyers of mustard, the completeness of which is not susceptible to satisfactory audit verification. It was not practical for us to verify whether all buyers of mustard produced in Saskatchewan have collected and remitted the required levy to the Commission. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Commission. Therefore, we were not able to determine whether any adjustments might be necessary to revenue, excess of revenues over expenses and cash flows from operations for the year ended July 31, 2021, current assets as at July 31, 2021 and July 31, 2020, and net assets at both the beginning and end of the July 31, 2021 and July 31, 2020 years.

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

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

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Commission'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 Commission or to cease operations, or has no realistic alternative but to do so.

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

(continues)

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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

Saskatoon, Saskatchewan
November 25, 2021

Chartered Professional Accountants



SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Financial Position
As at July 31, 2021

	2021	2020
ASSETS		
CURRENT		
Cash	\$ 109,564	\$ 139,330
Short-term investments (Note 3)	320,653	359,680
Short-term internally restricted investments (Note 3)	151,754	148,114
Accounts receivable (Note 4)	47,173	48,685
Prepaid expenses	815	668
	629,959	696,477
LONG-TERM INVESTMENTS (Note 3)	108,258	64,296
INTERNALLY RESTRICTED INVESTMENTS (Note 3)	302,602	296,489
	\$ 1,040,819	\$ 1,057,262
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities (Note 5)	\$ 20,277	\$ 15,043
NET ASSETS		
UNRESTRICTED	566,186	597,616
INTERNALLY RESTRICTED (Note 6)	454,356	444,603
	1,020,542	1,042,219
	\$ 1,040,819	\$ 1,057,262

COMMITMENTS (Notes 8, 9)

APPROVED ON BEHALF OF THE BOARD

Director

Director

See notes to financial statements

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

Statement of Operations

For the Year Ended July 31, 2021

	Budget (Note 7) 2021	2021	2020
REVENUE			
Producer check-offs (Note 7)			
Fees	\$ 340,000	\$ 321,928	\$ 328,658
Refunds	(12,000)	(7,377)	(4,632)
	328,000	314,551	324,026
Interest	10,000	14,896	18,992
Agriculture Marketing Program (AMP) funding	2,500	5,249	35,116
ADOPT program	44,000	-	8,800
Sponsorship	10,000	-	-
Miscellaneous	1,000	-	27
	395,500	334,696	386,961
EXPENSES			
Market development	25,000	10,639	71,733
Administration contracts (Note 8)	89,000	77,903	86,984
Research contributions Mustard 21 Canada Inc. (Note 9)	200,000	200,000	217,000
Board of directors	20,000	9,759	21,803
Communications	11,750	27,709	20,881
General and administration	38,200	28,559	43,861
Annual meeting	10,000	1,634	9,405
Election	7,000	170	-
ADOPT expenses	44,000	-	44,000
	444,950	356,373	515,667
DEFICIENCY OF REVENUE OVER EXPENSES FOR THE YEAR	\$ (49,450)	\$ (21,677)	\$ (128,706)

See notes to financial statements

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Changes in Net Assets
For the Year Ended July 31, 2021

	Unrestricted	Internally restricted	2021	2020
NET ASSETS - BEGINNING OF YEAR	\$ 597,616	\$ 444,603	\$ 1,042,219	\$ 1,170,925
Deficiency of revenue over expenses	(21,677)	-	(21,677)	(128,706)
Transfers <i>(Note 6)</i>	(9,753)	9,753	-	-
NET ASSETS - END OF YEAR	\$ 566,186	\$ 454,356	\$ 1,020,542	\$ 1,042,219

See notes to financial statements

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

Statement of Cash Flows

For the Year Ended July 31, 2021

	2021	2020
OPERATING ACTIVITIES		
Deficiency of revenue over expenses for the year	\$ (21,677)	\$ (128,706)
Changes in non-cash working capital:		
Accounts receivable	1,512	6,848
Accounts payable and accrued liabilities	5,236	(7,194)
Prepaid expenses	(147)	100,044
	6,601	99,698
Cash flow used by operating activities	(15,076)	(29,008)
INVESTING ACTIVITIES		
Proceeds on disposal of investments	118,088	408,147
Purchase of investments	(118,000)	(361,633)
Reinvested interest	(14,778)	(15,024)
Cash flow from (used by) investing activities	(14,690)	31,490
INCREASE (DECREASE) IN CASH FLOW	(29,766)	2,482
CASH - BEGINNING OF YEAR	139,330	136,848
CASH - END OF YEAR	\$ 109,564	\$ 139,330
CASH CONSISTS OF:		
Cash	\$ 109,564	\$ 139,330

See notes to financial statements

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

Notes to the Financial Statements

For the Year Ended July 31, 2021

1. AUTHORITY

The Saskatchewan Mustard Development Commission ("the Commission") was established on October 3, 2003, pursuant to The Saskatchewan Mustard Development Plan Regulations ("Regulations"), under the authority of *The Agri-Food Act, 2004*. The purpose of the Commission is to assist in growing the mustard industry through research, communications and market development programs. The activities of the Commission are funded primarily by a check-off fee charged on mustard sales from mustard production in Saskatchewan.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the *CPA Canada Handbook* and include the following significant accounting policies.

Cash and cash equivalents

Cash and cash equivalents consist of balances with banks and short-term investments with maturities of three months or less.

Revenue recognition

Producer check-off fees are recognized upon receipt of the Buyer's report. Refunds are recognized when refund applications are received from producers and the requested refund has been agreed to check-off fee records.

The Commission follows the deferral method of accounting for contributions, which include government funding and grants. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred or restrictions met. Unspent amounts are included in deferred contributions. 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.

Interest revenue is recognized as earned on a time proportion basis.

Dividends and other revenue are recognized as earned.

Research and development projects

Expenses are recognized when projects are approved and the recipient has met eligibility criteria. Funds advanced to recipients prior to eligibility criteria being met are recorded as advances. The Commission receives reimbursement from Agriculture and Agri-Food Canada for eligible costs incurred for certain projects.

Income taxes

The Commission qualifies as a tax exempt organization under section 149 of the *Income Tax Act*.

(continues)

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations in Part III of the *CPA Canada Handbook* 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 financial statements and reported amount of revenue and expenses during the reporting period. Actual results could differ from these estimates.

Significant estimates include, but are not limited to, the valuation of deferred contributions, and accruals for certain revenues and expenses.

Administration contract expense

Administration contract expense is a fee charged by the Agriculture Council of Saskatchewan Inc. ("ACS"), to the Commission for administering the check-off fee program. The fee includes a charge for time spent by ACS staff and a share of ACS's overhead costs. The expense is recognized as the service is received.

Financial instruments

The Commission initially measures its financial assets and financial liabilities at fair value. It subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Changes in fair value are recognized in the statements of operations in the period incurred.

Financial assets subsequently measured at amortized cost include cash, and accounts receivable. Financial liabilities subsequently measured at amortized cost include accounts payable and accrued liabilities. The fair value of the cash, accounts receivable, and accounts payable and accrued liabilities approximates their carrying value due to their short-term nature.

Contributions in-kind

Contributions in-kind are recorded at fair value for goods or services used in the normal course of operations that would otherwise have been purchased.

Internally generated intangible assets

The development costs related to internally generated intangible assets are expensed as incurred.

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2021

3. INVESTMENTS

	Maturity	2021	Yield	2020
Unrestricted				
Mutual funds		\$ 50,149		\$ 50,020
Term deposits	<one year	270,504	0.35%-2.15%	309,660
		320,653		359,680
Term deposits	>one year	108,258	0.85%	64,296
		\$ 428,911		\$ 423,976
Internally restricted				
Term deposits	<one year	\$ 151,754	2.40%	\$ 148,114
		151,754		148,114
Term deposits	>one year	302,602	0.55%-2.45%	296,489
		\$ 454,356		\$ 444,603

4. ACCOUNTS RECEIVABLE

	2021	2020
Levies receivable	\$ 47,173	\$ 42,577
Grants receivable	-	1,568
Other receivables	-	4,540
	\$ 47,173	\$ 48,685

5. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2021	2020
Trade payables	\$ 12,406	\$ 5,187
Levy refunds payable	1,599	3,584
Accrued liabilities	6,272	6,272
	\$ 20,277	\$ 15,043

6. INTERNALLY RESTRICTED NET ASSETS

The Commission has internally restricted net assets for completion of certain projects and to refund the check-off fees to producers in the event of disestablishment of the Commission. Management requires the Board of Directors approval to use the money from these restricted assets. The Commission increased the internally restricted net assets by \$9,753 (2020 - \$10,432) as a result of interest earned on the internally restricted investments.

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

Notes to the Financial Statements

For the Year Ended July 31, 2021

7. PRODUCER CHECK-OFF FEES

Under the Regulations, each buyer of mustard is required to remit to the Commission a check-off fee of 0.5% of the gross value of mustard marketed upon final settlement to producers. Producers can request a refund of check-off fees paid from August 1 to January 31 by submitting a refund application by February 28. Producers can request a refund of check-off paid from February 1 to July 31 by submitting a refund application by August 31.

8. ADMINISTRATION CONTRACTS

The Agriculture Council of Saskatchewan Inc. charged the Commission \$7,994 (2020 - \$9,091) for administering the check-off fee program and the business activities of the Commission of which \$1,408 (2020 - \$1,630) is included in accounts payable. During the year the Commission entered into a contract with ACS for administering the check-off fee program and the business activities of the commission. The Commission agreed to pay a minimum of \$8,672 for levy collection activities for the period August 1, 2020 to July 31, 2021.

The Commission entered into a contract with TLC Management Group for management services. The contract began on November 1, 2020 and will continue for twenty-four months with the option to renew by any or all parties.

The Commission also entered into a contract with Denise Winslow for bookkeeping services. The contract began on November 1, 2020 and will continue for twenty-four months with the option to renew by any or all parties.

9. RESEARCH CONTRIBUTIONS AND RELATED PARTY TRANSACTIONS WITH MUSTARD 21 CANADA INC.

On May 28, 2009 Mustard 21 Canada Inc., a related party, was incorporated to continue the research activities that began as the Mustard 21 Project which was administered by Saskatchewan Mustard Development Commission.

On December 6, 2017 the Commission committed to contribute \$200,000 annually to the Canadian Agricultural Partnership Program administered by Mustard 21 Canada Inc. In the prior year, an additional \$17,000 of research contributions was approved and paid to Mustard 21.

10. FINANCIAL INSTRUMENTS

The Commission is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the Commission's risk exposure and concentration as of July 31, 2021.

Credit risk

The Commission is exposed to credit risk from potential non-payment of accounts receivable. Most of the accounts receivable were collected after year-end.

Interest rate risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the Commission manages exposure through its normal operating and financing activities. The Commission is exposed to interest rate on its fixed income investments.

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2021

11. BUDGET

The Board approved the 2020/2021 fiscal year budget at the meeting on September 23, 2020. The budget figures included in the accompanying financial statements are unaudited.

Payee List

PAYEE LIST 2020-2021

Personal Services (Threshold \$2,500)

Honorariums

Costley, I.	1,460
Dewar, D.	3,695
Haack, D.	3,850
Fritzler, B	100

Reimbursement for Expenses

Dewar, D.	54
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Total Personal Services	9,159
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Research and Development (Threshold \$5,000)

Mustard 21 Canada Inc.	200,000
BlueSky Ideas	9,925
Misc. expenses under \$5000	12,879
	222,804

Extension (Threshold \$5,000)

AgriBiz Communications Corp	18,117
BlueSky Ideas	5,697
Saskatoon Fastprint	5,522

Misc. payments under \$20,000	12,879
	42,215

Supplier Payments (Threshold \$20,000)

Survivor AgVentures	24,150
TLC Management	27,644
Misc. payments under \$20,000	28,377
	80,171

Other Payments (Threshold \$20,000)

Refunds	7,337
Ag. Council for Saskatchewan	7,994
Misc. payments under \$20,000	

347,012

Budget 2021-2022

Saskatchewan Mustard Development Commission

	BUDGET 2020-2021	Actuals to July 31	2021-2022 DRAFT BUDGET
REVENUE			
AMP FUNDING	2,500.00	5,249.45	-
PROJECT INCOME - OTHER			
CHECK OFF INCOME	340,000.00	321,076.28	325,000.00
COOKBOOK SALES			
ADOPT PROJECTS	44,000.00	-	
INVESTMENT/INTEREST INCOME	8,000.00	3,437.76	6,000.00
MISCELLANEOUS INCOME	1,000.00	-	
REFUNDS	- 12,000.00 -	12,000.00 -	12,000.00
	-		
TOTAL REVENUE	383,500.00	317,763.49	319,000.00
EXPENSES			
ADOPT PROJECTS	44,000.00	-	
RESEARCH PROJECTS			
	44,000.00	-	-
Market Development			
CULINARY/MARKETING PROJECTS (INCLUDES ,	5,000.00	10,639.25	-
MARKET DEVELOPMENT	20,000.00	12,165.24	10,000.00
	25,000.00	22,804.49	10,000.00
Research			
MUSTARD 21	200,000.00	200,000.00	150,000.00
	200,000.00	200,000.00	150,000.00
Industry Communications			
ANNUAL MEETING	10,000.00	1,634.15	10,000.00
MEETINGS, SHOWS, FIELD DAYS	3,000.00	-	3,000.00
NEWSLETTER	8,000.00	7,932.36	8,000.00
SPONSORSHIPS	1,750.00	-	-
WEBSITE	3,000.00	7,857.27	3,000.00
	25,750.00	17,423.78	24,000.00
Director Per Diem and Expenses			
DIRECTOR EXPENSES	8,000.00	654.00	5,000.00
DIRECTOR PER DIEM	12,000.00	9,105.00	20,000.00
	20,000.00	9,759.00	25,000.00
Administration			
AUDIT AND ACCOUNTING FEES	5,500.00	6,271.50	6,000.00
BANK SERVICE CHARGES	750.00	727.81	750.00
BOARD MEETING EXPENSE	500.00	-	500.00
ELECTION	7,000.00	170.00	7,000.00
INSURANCE	1,250.00	1,352.52	1,400.00
LEGAL FEES	2,000.00	925.00	2,000.00
MEMBERSHIPS/SUBSCRIPTIONS	-	1,655.43	1,500.00
MISCELLANEOUS EXPENSES	200.00	-	-
OFFICE EXPENSE	5,000.00	5,322.73	5,000.00
RENT	7,500.00	2,310.00	-
SERVICE CONTRACT - BOOKKEEPING	13,500.00	9,717.02	10,000.00
SERVICE CONTRACT - LEVY CENTRAL	10,000.00	7,259.39	10,000.00
SERVICE CONTRACT - MANAGEMENT	79,000.00	68,909.00	62,000.00
STAFF TRAVEL	2,000.00	-	
	134,200.00	104,620.40	106,150.00
Total Expenses	448,950.00	354,607.67	315,150.00
Net earnings (loss) for period	- 65,450.00 -	36,844.18	3,850.00