



ANNUAL REPORT

- 2023 / 2024 -



Annual General Meeting

Thursday, January 16, 2025

World Trade Centre, Hall E | Saskatoon, SK

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.



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2023-2024 BOARD & STAFF

Moriah Andrews

Chair
Hazlet, SK

Bill Wilson

Vice-Chair
Kincaid, SK

Dean Haack

Treasurer
Gravelbourg, SK

Norm Hall

Wynyard, SK

Trevor Martin

Flaxcombe, SK

Kirsten Theaker

Eatonia, SK

Executive Director

Rick Mitzel
Saskatoon, SK
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Sask Mustard Office

TLC Management Group
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Ministerial Contact

Samantha Marcino
Provincial Specialist - Oilseed Crops
SK Ministry of Agriculture
T: 306-787-0428
samantha.marcino@gov.sk.ca

Office Hours

Monday to Friday - 8:30 a.m. to 4:30 p.m

EXECUTIVE DIRECTOR REPORT

RICK MITZEL, PAG



I would like to start my report by thanking mustard growers for their check-off dollars because without that we would not be able to develop an effective research plan for mustard growers. This support allows the Saskatchewan Mustard Development Commission (Sask Mustard) and Mustard 21 Canada Inc. (M21) to work on new uses for mustard. One of the ways Sask Mustard and M21 have used check-off dollars was to develop new higher-yielding mustard varieties along with better agronomic characteristics to benefit growers.

The search for new uses for mustard is an ongoing process with Sask Mustard and M21 and currently, we are working with the Saskatchewan Food Industry Development

Centre and the College of Veterinary Medicine in Saskatoon on potential new uses of mustard.

New uses are key to maintaining and growing the mustard industry and keeping the demand strong for mustard, that's why it is a key initiative for Sask Mustard and M21.

Seed Varieties Update:

Mustard 21 launched a new hybrid brown mustard called AAC Brown Elite in 2024 on a limited basis and it will eventually be a replacement for AAC Brown 18. Elite is about three days later in maturity than AAC Brown 18. For yellow mustard, we are building a lot of brand support for the AAC Yellow 80 composite variety and the feedback from growers has been excellent. The next upcoming project for M21 is a hybrid oriental variety and we hope to have it available for mustard growers in the spring of 2026.

Research Activities:

Sask Mustard is adding more trials this summer and this time they are testing seeding rate and fertility rates for AAC Yellow 80. The goal of these trials is to develop better recommendations on fertility and seeding rates for AAC Yellow 80 for growers to maximize their profitability.

In summary, you can see that Sask Mustard and M21 have a lot going on, which allows us to learn every day about how we can improve the mustard market for growers and processors.

All the best in 2025!

ANNUAL GENERAL MEETING AGENDA

THURSDAY, JANUARY 16, 2025

World Trade Centre, Hall E | Saskatoon, SK

9:00 a.m.

8:30 a.m.	Registration
9:00 a.m.	Chair Address Moriah Andrews
9:15 a.m.	Mustard Research - Fertility Trials for AAC Yellow 80 Amber Wall, Wheatland Conservation Area
9:45 a.m.	Mustard Research - New Mustard Varieties with Improved Yields Dr. Bifang Cheng, Condiment Mustard Breeder, Agriculture and Agri-Food Canada
10:15 a.m.	Break
10:30 a.m.	Mustard research projects for 2024 and beyond and update on seed varieties Rick Mitzel, Mustard 21 Canada Inc.
11:00 a.m.	Mustard Research - Clubroot Samantha Marcino, Oilseed Specialist, Saskatchewan Ministry of Agriculture
11:30 a.m.	Farm & Food Care Saskatchewan Clinton Monchuk, Executive Director, Farm & Food Care Saskatchewan
12:00 p.m.	Lunch
1:00 p.m.	Annual Business Meeting
2:00 p.m.	Mustard Market Outlook Chuck Penner, Leftfield Commodities *could be earlier or later depending on the length of the annual business meeting

ANNUAL BUSINESS MEETING AGENDA

THURSDAY, JANUARY 16, 2025

World Trade Centre, Hall E | Saskatoon, SK

1:00 p.m.

Call to order and Opening Remarks

Approval of the Agenda

Approval of the Minutes

Financial Review

Max Lingard, Lingard + Dreger

Approval of the Budget

Annual Report 2023-2024 and Proposed Activities 2024-2025

Resolutions

New Business

Adjourn Meeting

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MOTIONS TO BE PRESENTED

- **That the Agenda be approved as presented.**
- **That the minutes of the January 11, 2024 meeting be approved as presented.**
- **To appoint an Audit Chair.**
- **That the Sask Mustard audited financial statements for the year ending July 31, 2024 be approved as presented.**
- **That the Sask Mustard Budget for 2024/2025 be approved as presented.**
- **That Sask Mustard appoint Lingard + Dreger as auditor for the year ending July 31, 2025.**
- **To adjourn the January 16, 2025 Annual Business Meeting.**



SaskMustard Annual Business Meeting Minutes

Thursday, January 11, 2024
Hall E, Prairieland Park

Call to Order and Opening Remarks

Chair Moriah Andrews acknowledge that quorum was met and called the meeting to order at 12:32 p.m.

Approval of Agenda

Motion #1: to approve the agenda as presented.

Trent Dewar/Curtis Dunnington/Carried

Approval of Minutes

Motion #2 To approve the January 12, 2023 annual business meeting minutes as presented.

Curtis Dunnington/Norm Hall/Carried

Financial Review

Motion # 3: Appoint Dean Haack as the audit chair.

Kevin Hursh/Bain Fritzier/Carried

Max Lingard from Lingard + Dreger LLP reviewed the 2022-2023 audited financial statements and noted that they issued a clean audit opinion.

Statement of financial position: Cash and investments have increased this year from 1,180,125 to \$1,955,014. He noted that the commission is in very strong financial health.

Statement of Operations: Producer check off fees are up 56% from last year. Interest income is also higher due to increased rates. Excess of revenue over expenses increased from 301,734 in 2022 to \$324,014 in 2023.

Statement of Cash Flows: Overall, cash is up \$214,000 this year.

Motion # 4: To approve the audited financial statements for the year ending July 31, 2023 as presented.

Curtis Dunnington/Norm Hall/Carried

Motion #5: To approve Lingard + Dreger as the auditor for the 2024 year end.

Dean Haack/Trent Dewar/Carried

Approval of Budget

Rick Mitzel reviewed the 2023-2024 budget.

Derek Dewar proposed an amendment to the budget increasing the market development line item by \$25,000

Motion #6: To approve the 2023-2024 budget as amended.
Curtis Dunnington/Shawn Fraser/Carried

Annual Report 2022-2023 and Proposed Activities 2023-2024

Rick Mitzel reported on the 2022-2032 activities and proposed new activities for 2023-2024. Rick noted that in 2024 we will be doing more market development work on seeding rate studies and fertility rates on AAC Yellow 80.

Resolutions

Chair Moriah made a last call for resolutions to be brought to the resolutions committee consisting of Norm Hall and Kirsten Theaker.

New Business

No new business was identified.

Chair Moriah Andrews thanked everyone for attending.

Adjourn Meeting

Motion #8: To adjourn the annual general meeting.
Bill Wilson

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 + Droger LLP, in accordance with Canadian accounting standards for not-for-profit organizations.



Management



Management

November 27, 2024

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, 2024, 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, 2024, 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, 2024, current assets as at July 31, 2024 and July 31, 2023, and net assets at both the beginning and end of the July 31, 2024 and July 31, 2023 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 27, 2024

Lingard + Dreger

Chartered Professional Accountants



SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Financial Position
As at July 31, 2024

	2024	2023
ASSETS		
CURRENT		
Cash	\$ 466,187	\$ 559,652
Short-term investments (Note 3)	353,287	525,395
Short-term internally restricted investments (Note 3)	160,053	-
Accounts receivable (Note 4)	73,642	80,072
Prepaid expenses	978	-
	1,054,147	1,165,119
LONG-TERM INVESTMENTS (Note 3)	1,040,903	316,051
INTERNALLY RESTRICTED INVESTMENTS (Note 3)	313,782	473,844
	\$ 2,408,832	\$ 1,955,014
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities (Note 5)	\$ 30,630	\$ 42,563
Deferred contributions (Note 7)	-	19,576
	30,630	62,139
NET ASSETS		
UNRESTRICTED	1,904,367	1,419,031
INTERNALLY RESTRICTED (Note 6)	473,835	473,844
	2,378,202	1,892,875
	\$ 2,408,832	\$ 1,955,014

COMMITMENTS (Notes 9, 10)

APPROVED ON BEHALF OF THE BOARD



 Director



 Director

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Operations
For the Year Ended July 31, 2024

	Budget (Note 12) 2024	2024	2023
REVENUE			
Producer check-offs (Note 8)			
Fees	\$ 600,000	\$ 677,531	\$ 899,917
Refunds	(20,000)	(5,648)	(11,444)
	580,000	671,883	888,473
Agriculture Marketing Program (AMP) funding	17,100	17,940	-
ADOPT program	23,380	24,252	-
Interest	50,000	80,668	39,418
	670,480	794,743	927,891
EXPENSES			
Research contributions Mustard 21 Canada Inc. (Note 9)	100,000	100,000	150,000
Administration contracts (Note 10)	76,000	72,434	69,031
ADOPT expenses	34,400	34,420	-
Market development	59,200	33,593	30,093
General and administration	32,450	32,777	28,968
Board of directors	35,000	15,771	27,933
Communications	34,500	10,240	11,746
Annual meeting	10,000	9,951	5,988
Election	7,000	230	255
	388,550	309,416	324,014
EXCESS OF REVENUE OVER EXPENSES FOR THE YEAR	\$ 281,930	\$ 485,327	\$ 603,877

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Cash Flows
For the Year Ended July 31, 2024

	2024	2023
OPERATING ACTIVITIES		
Excess of revenue over expenses for the year	\$ 485,327	\$ 603,877
Changes in non-cash working capital:		
Accounts receivable	6,430	13,765
Prepaid expenses	(978)	815
Accounts payable and accrued liabilities	(11,933)	(4,110)
Deferred contributions	(19,576)	19,576
	(26,057)	30,046
Cash flow from operating activities	459,270	633,923
INVESTING ACTIVITIES		
Proceeds on disposal of investments	506,938	175,607
Purchase of investments	(1,006,938)	(561,107)
Reinvested interest	(52,735)	(34,198)
Cash flow used by investing activities	(552,735)	(419,698)
INCREASE (DECREASE) IN CASH	(93,465)	214,225
CASH - BEGINNING OF YEAR	559,652	345,427
CASH - END OF YEAR	\$ 466,187	\$ 559,652
CASH CONSISTS OF:		
Cash	\$ 466,187	\$ 559,652

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Statement of Changes in Net Assets
For the Year Ended July 31, 2024

	Unrestricted	Internally restricted	2024	2023
NET ASSETS - BEGINNING OF YEAR	\$ 1,419,031	\$ 473,844	\$ 1,892,875	\$ 1,288,998
Excess of revenue over expenses	485,327	-	485,327	603,877
Transfers (Note 6)	9	(9)	-	-
NET ASSETS - END OF YEAR	\$ 1,904,367	\$ 473,835	\$ 2,378,202	\$ 1,892,875

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2024

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*.

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SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2024

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, term deposits, 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, 2024

3. INVESTMENTS

	Maturity	2024	Yield	2023
Unrestricted				
Mutual funds		\$ 24,051		\$ 121,532
Term deposits	<one year	329,236	3.40% - 4.60%	403,863
		353,287		525,395
Term deposits	>one year	1,040,903	4.35% - 5.49%	316,051
		\$ 1,394,190		\$ 841,446
Internally restricted				
Term deposits	<one year	\$ 160,053	2.90%	\$ -
		160,053		-
Term deposits	>one year	313,782	4.20%	473,844
		\$ 473,835		\$ 473,844

4. ACCOUNTS RECEIVABLE

	2024	2023
Levies receivable	\$ 73,642	\$ 80,072

5. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2024	2023
Trade payables	\$ 17,581	\$ 28,997
Levy refunds payable	5,279	5,796
Accrued liabilities	7,770	7,770
	\$ 30,630	\$ 42,563

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 decreased the internally restricted net assets by (\$9) (2023 - \$10,760) in the current year.

SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2024

7. DEFERRED CONTRIBUTIONS

The Commission receives funding from the Ministry of Agriculture related to the Saskatchewan Agriculture Demonstration of Practices and Technologies (ADOPT) program to be held, administered, and distributed in accordance with the related program funding agreement.

	2024	2023
Deferred contributions, beginning of the year	\$ 19,576	\$ -
Contributions and revenue received during the year		
ADOPT program	-	19,576
Less:		
Amounts recognized as ADOPT program revenue	(19,576)	-
Deferred contributions, end of year	\$ -	\$ 19,576

8. 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.

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 a maximum \$200,000 annually to the Canadian Agricultural Partnership Program administered by Mustard 21 Canada Inc.

10. ADMINISTRATION CONTRACTS

The Agriculture Council of Saskatchewan Inc. charged the Commission \$6,996 (2023 - \$6,818) for administering the check-off fee program and the business activities of the Commission of which \$621 (2023 - \$1,689) 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 \$7,409 for levy collection activities for the period August 1, 2024 to July 31, 2025.

The Commission entered into a contract with TLC Management Group for management services. The contract expires on September 30, 2028.

The Commission has entered into a contract with Denise Winslow for bookkeeping services. The contract expires on September 30, 2028 with the option to renew by any or all parties.

The Commission has entered into a contract with BlueSky Ideas Consulting Inc. for marketing support services. The contract began on December 1, 2020 and will continue for thirty-six months with the option to renew by any or all parties.

The Commission has entered into a contract with Survivor AgVentures Ltd. for executive services. The contract began on April 1, 2022 and will expire on March 31, 2025 with the option to renew by any or all parties.

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SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION
Notes to the Financial Statements
For the Year Ended July 31, 2024

10. ADMINISTRATION CONTRACTS (continued)

The annual payments due in each of the next four years are as follows:

Year ending July 31:

2025	\$	64,787
2026		22,378
2027		22,378
2028		22,378
	<u>\$</u>	<u>131,921</u>

11. 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, 2024.

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. As at July 31, 2024 the largest three customers accounted for 70.00% (2023 - 66.47%) of accounts receivable.

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.

12. BUDGET

The Board approved the 2023/2024 fiscal year budget at the meeting on January 11, 2024. The budget figures included in the accompanying financial statements are unaudited.

13. RELATED PARTY TRANSACTIONS

During the year ended July 31, 2024 members of the Commission's elected Board of Directors received payments for per diems and expenses of \$15,771 (2023 - \$27,933). All related party transactions are measured at carrying amounts.

2023 2024 PAYEE LIST

PAYEE LIST 2023-2024

Personal Services (Threshold \$2,500)

Honorariums

Andrews, Moriah	2,300
Haack, D.	4,200
Fritzler, B	500
Hall, Norm	1,000
Theaker, Kristen	3,400
	11,400

Reimbursement for Expenses

Haack, D.	1,400
Hall, Norm	931
Theaker, Kristen	1,547
Moriah Andrews	493
Total Personal Services	4,371

Research and Development (Threshold \$5,000)

Mustard 21 Canada Inc.	100,000
Wheatland Conservation	34,420
	134,420

Extension (Threshold \$5,000)

BlueSky Ideas	30,394
Mooseworld	5,550
Prairieland Park	5,385
Misc. expenses under \$5000	9,201
	50,530

Supplier Payments (Threshold \$20,000)

Survivor AgVentures	26,372
TLC Management	39,066
Misc. payments under \$20,000	35,368
	100,806

Other Payments (Threshold \$20,000)

Refunds	5,648
Ag. Council for Saskatchewan	7,641
Misc. payments under \$20,000	

314,816 -5648 **309,168**

2024-2025 BUDGET

Revenue:	
AMP Funding	17,100.00
ADOPT Projects	
CHECK OFF INCOME	550,000.00
Levy Receivable	
INVESTMENT/INTEREST INCOME	30,000.00
MISCELLANEOUS INCOME	
REFUNDS	15,000.00
Total Revenue	572,100.00
Expenses:	
Market Development	
Market Development - AMP	34,200.00
TOTAL Market Development	34,200.00
Research	
ADOPT	
MUSTARD 21 CANADA INC. - SCAP	100,000.00
Total Research	100,000.00
Communications	
ANNUAL MEETING	30,000.00
MEETINGS, SHOWS, FIELD DAYS	4,500.00
NEW INITIATIVES - COMMUNICATIONS	14,500.00
NEWSLETTER	15,000.00
SPONSORSHIPS	3,000.00
WEBSITE	7,000.00
TOTAL COMMUNICATIONS	39,500.00
Director Per Diem and Expenses	
DIRECTOR EXPENSES	30,000.00
DIRECTOR PER DIEM	25,000.00
Total Per Diem & Expenses - Board	35,000.00
Administration	
AUDIT AND ACCOUNTING FEES	8,500.00
BANK SERVICE CHARGES	800.00
BOARD MEETING EXPENSE	1,000.00
ELECTION	7,000.00
INSURANCE	1,650.00
LEGAL FEES	2,000.00
MEMBERSHIPS/SUBSCRIPTIONS	2,000.00
Telephone	750.00
OFFICE EXPENSE	4,000.00
SERVICE CONTRACT - BOOKKEEPING	11,000.00
SERVICE CONTRACT - LEVY CENTRAL	9,000.00
SERVICE CONTRACT - MANAGEMENT	69,000.00
SPONSORSHIP	3,000.00
STAFF TRAINING	5,000.00
STAFF TRAVEL	750.00
Total Administration	125,450.00
Total Expenses	334,150.00
Net earnings (loss) for period	237,950.00



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