

Financial Statements

Perennia Food & Agriculture Incorporated

March 31, 2021

Contents

	Page
Management's Responsibility for the Financial Statements	1
Independent auditor's report	2 - 3
Statement of operations	4
Statement of financial position	5
Statement of changes in net financial assets	6
Statement of remeasurement gains	7
Statement of cash flows	8
Notes to the financial statements	9 - 17

Management's Responsibility for the Financial Statements

The financial statements have been prepared by management in accordance with Canadian public sector accounting standards and the integrity and objectivity of these financial statements are management's responsibility. Management is also responsible for all of the notes to the financial statements, and for ensuring that this information is consistent, where appropriate, with the information contained in the financial statements.

Management is also responsible for implementing and maintaining a system of internal controls to provide reasonable assurance that reliable financial information is produced.

The Board of Directors (the "Board") are responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control and exercises these responsibilities through the Board. The Board reviews internal financial statements on a quarterly basis and external audited financial statements yearly.

The external auditors, Grant Thornton LLP, conduct an independent examination, in accordance with Canadian auditing standards, and express their opinion on the financial statements. The external auditors have full and free access to financial management of Perennia Food & Agriculture Incorporated and meet when required.

On behalf of Perennia Food & Agriculture Incorporated

DocuSigned by:

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Charles Keddy

Chair of the Board of Directors

DocuSigned by:

B235140945EF454...

Lynne Godlien Chief Executive Officer

June 24, 2021



Independent auditor's report

Grant Thornton LLP 733 Prince Street Truro, NS B2N 1G7

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To the Directors of Perennia Food & Agriculture Incorporated

Opinion

We have audited the financial statements of Perennia Food & Agriculture Incorporated (the "Company"), which comprise the statement of financial position as at March 31, 2021, the statements of operations, changes in net financial assets, remeasurement gains and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Perennia Food & Agriculture Incorporated as at March 31, 2021, and its results of operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Basis for opinion

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 Company in accordance with the 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 opinion.

Other Matter

The financial statements of Perennia Food & Agriculture Incorporated for the year ended March 31, 2020 were audited by another auditor who expressed an unmodified opinion on those statements on August 5, 2020.

Responsibilities of Management and Those Charged with Governance for the Financial Statements Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards, 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 Company'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 Company or to cease operations, or has no realistic alternative but to do so.

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



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 Company'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 Company'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 Company 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.

Truro, Canada June 24, 2021 **Chartered Professional Accountants**

Grant Thornton LLP

Perennia Food	& Agriculture	Incorporated
Statement of O	perations	

Year ended March 31	Budget			2021		2020
		(Note 9	9)			
Revenue						
Government operating grants	\$	3,559,057	\$	3,770,659	\$	3,297,851
Federal projects	٣	1,401,452	•	7,432,157	Ψ	207,705
Provincial consulting fees and project		1,101,102		.,.02,.0.		207,700
management		2,885,929		3,064,311		2,712,480
General consulting fees		1,316,600		1,847,761		1,219,272
Investment income		83,051		62,418		77,332
Other revenue		124,444		76,346		414,608
Lease and rental income		150,000		58,534		146,707
Gain on disposal of tangible capital assets		<u> </u>		190		5,080
				_		
		9,520,533		16,312,376		8,081,035
_						
Expenses		05.000		44.040		77.070
Advertising and promotional expenses		95,000		41,016		77,273
Amortization		482,561		468,242		414,118
Bad debt expense		-		52,345		41,966
Donations		40.500		3,000		44.070
Dues and memberships		10,500		22,045		11,370
Insurance		6,900 55,000		7,533		6,900 59,287
Interest, bank and investment expenses IT expenses		43,832		54,417 101,341		81,331
Lab and field supplies		99,000		241,164		120,121
Maintenance expenses		30,400		86,583		19,726
Meeting expenses		43,500		5,040		48,578
Office supplies		44,300		71,790		54,514
Other project related		2,390,980		8,416,357		2,526,131
Professional development		75,732		43,817		47,740
Professional services		375,000		318,586		251,303
Rent/lease expenses		158,600		143,747		157,324
Salaries and wages		5,946,007		6,250,945		4,497,093
Telecommunications expenses		146,155		124,680		105,301
Travel expenses		201,200		55,406		163,207
		10,204,667		16,508,054		8,683,283
Annual deficit before government capital		(004 404)		(405.670)		(000 040)
grants		(684,134)		(195,678)		(602,248)
Government capital grants (Note 14)		220,000		299,850		283,364
Covernment dupital granto (Note 14)		220,000	•	200,000		200,004
Annual surplus (deficit)		(464,134)		104,172		(318,884)
Transfer to find for governly continuous iss				(200,000)		
Transfer to fund for general contingencies Transfer from fund for future AgriFlex		-		(200,000)		=
expenses		_		127,591		_
oxponedo		<u>-</u>	•	121,001		
Accumulated annual surplus,						
beginning of year (Note 10)		2,198,036		2,198,036		2,516,920
Accumulated annual surplus,	Φ.	4 700 000	•	0.000 700	^	0.400.000
end of year (Note 10)	\$ <u> </u>	1,733,902	\$	2,229,799	\$	2,198,036

Perennia Food & Agriculture Inc Statement of Financial Position	corpor	ated		
March 31		2021		2020
Financial assets				
Cash and cash equivalents	\$	2,344,161	\$	465,741
Receivables (Note 3)		5,212,580		5,278,599
Portfolio investments (Note 4)		4,892,904		6,247,102
Restricted investments (Note 4)	_	600,000	_	527,591
		13,049,645		12,519,033
Financial liabilities				
Accounts payable and accrued liabilities (Note 5)		975,020		744,168
Deferred revenue		10,719,742		10,592,383
Deposits held in trust		5,163		4,863
		11,699,925		11,341,414
Net financial assets (page 6)		1,349,720		1,177,619
Non-financial assets				
Tangible capital assets (Note 6)		2,070,531		1,951,565
Prepaid expenses		94,556	_	33,629
		2,165,087		1,985,194
Accumulated surplus (Note 10)	\$	3,514,807	\$ _	3,162,813
Commitments and contingency (Notes 7 and 12)				
On behalf of the Board				
- DocuSigned by:	DocuSigned b	y:		
Charles keddy Director	<u>Milton ()</u> -4017837D4750	ood		Director

Perennia Food & Agriculture Incorporated Statement of Changes in Net Financial Assets

Year ended March 31	2021	2020
Annual surplus (deficit)	\$ 104,172 \$	(318,884)
Net remeasurement gains (losses) Additions to tangible capital assets Disposal of tangible capital assets Amortization	247,822 (587,268) 60 <u>468,242</u> 128,856	(30,648) (468,468) 39,549 414,118 (45,449)
Acquisition of prepaid expense Consumption of prepaid expense	(251,201) 190,274 67,929	(239,118) 221,402 (63,165)
Increase (decrease) in net financial assets Net financial assets, beginning of year Net financial assets, end of year	172,101 1,177,619 \$ 1,349,720 \$	(382,049) 1,559,668 1,177,619

Perennia Food & Agriculture Incorporated Statement of Remeasurement Gains Year ended March 31 Accumulated remeasurement gains, beginning of year \$ 437,186 \$ 467,834 Unrealized gains (losses) attributable to portfolio investments Accumulated remeasurement gains, end of year (Note 10) \$ 685,008 \$ 437,186

Perennia Food & Agriculture Incorporated							
Statement of Cash Flows							
Year ended March 31	2021	2020					
Increase (decrease) in cash and cash equivalents							
Operating							
	\$ 104,172	\$ (318,884)					
Non-cash items	•	, , ,					
Amortization	468,242	414,118					
Gain on disposal of tangible capital assets	(190)	(5,080)					
	572,224	90,154					
Change in non-cash working capital							
Receivables	66,019	(4,259,655)					
Account payable and accrued liabilities	230,852	191,393					
Prepaid expenses	(60,927)	(17,716)					
Deferred revenue	127,359	4,710,598					
Deposits held in trust	300	(565)					
	935,827	714,209					
Investing							
Net change in portfolio investments and restricted investments	1,529,611	(1,838,416)					
Capital							
Acquisition of tangible capital assets	(587,268)	(468,468)					
Proceeds on disposal of tangible capital assets	<u>250</u>	44,629					
	(587,018)	(423,839)					
Net change in cash and cash equivalents during the year	1,878,420	(1,548,046)					
Cash and cash equivalents, beginning of year	465,741	2,013,787					
Cash and cash equivalents, end of year	\$2,344,161	\$ 465,741					

Notes to the Financial Statements

March 31, 2021

1. Nature of operations

Perennia Food & Agriculture Incorporated (the "Company") is a provincial crown corporation.

The Company's objective is to support growth, transformation and economic development in Nova Scotia's agriculture, seafood, and food and beverage sectors.

2. Summary of significant accounting policies

Basis of presentation

These financial statements have been prepared by management in accordance with Canadian public sector accounting standards for provincial reporting entities established by the Canadian Public Sector Accounting Board.

Cash and cash equivalents

Cash and cash equivalents include cash on hand and short-term highly liquid investments that are readily convertible to known amounts of cash and that are subject to an insignificant risk of change in value. These short-term investments are held for the purpose of meeting short-term cash commitments rather than for investment.

Portfolio investments

The Company invests in fixed income bonds, equities and guaranteed investment certificates. The Company measures their investments at fair value. The change in the fair value of the portfolio investments is recognized in the statement of remeasurement gains. At the time when the portfolio investment is derecognized, the accumulated measurement gain or loss associated with the derecognized item is reversed and reclassified to the statement of operations.

Tangible capital assets

Tangible capital assets are stated at cost. Amortization is provided by the diminishing balance method at the following annual rates:

Buildings	10%
Computer hardware	55%
Computer software	100%
Equipment and office equipment	20%
Freight trucks and trailers	30%

Leaseholds are being amortized by the straight-line method over the lease term.

Amortization of tangible capital assets commences when they are put in use. Amortization is calculated at one-half of the normal annual rate in the year of acquisition; no amortization is recorded in the year of disposal.

Tangible capital assets are written down when conditions indicate that they no longer contribute to the Company's ability to provide services, or when the value of future economic benefits associated with the tangible capital assets is less than the net book value.

There are no tangible capital assets acquired in the current year (2020 - \$nil) that are not being amortized given they were not in use as at March 31, 2021.

Notes to the Financial Statements

March 31, 2021

2. Summary of significant accounting policies (continued)

Revenue recognition

The Company uses the deferral method of accounting for revenue. Revenue related to the Province of Nova Scotia's annual contribution is recognized equally over the year in which it is received.

Investment income is recognized as revenue when earned.

Consulting and fee income is recognized as revenue when earned.

Contribution and project revenue is recognized as revenue when the related expenses are incurred.

Capital revenue is recognized when all the eligibility criteria and/or stipulations have been met and the amounts are authorized.

Interest revenue on loans receivable is recognized when earned. Interest revenue ceases to be accrued on a loan when the collectability of either the principal or interest is not reasonably assured.

Lease and rental income is recognized when earned and when collection is reasonably assured.

Financial instruments

Measurement of financial instruments

The Company initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions.

The Company subsequently measures all its financial assets and financial liabilities at amortized cost, except for portfolio investments that are quoted in an active market, which are measured at fair value. The quoted prices in active markets represent a Level 1 in the fair value hierarchy used to measure fair value.

Financial assets measured at amortized cost include cash and cash equivalents and accounts receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in the statement of operations. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of any reversal is recognized in the statement of operations.

Transaction costs

The Company recognizes its transaction costs in the statement of operations in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

Income taxes

The Company and its property are exempt from taxation under Section 149(1)(d) of the Income Tax Act.

Notes to the Financial Statements

March 31, 2021

2. Summary of significant accounting policies (continued)

Employee future benefits

The Company participates in a defined contribution group RRSP matching plan for its full-time, permanent employees who have been employed with the Company for at least three months. The plan is not mandatory for the employees. Contributions are expensed in the period incurred.

Funds and reserves

Certain amounts, as approved by the Board of Directors, have been set aside in accumulated surplus for general contingencies. Transfers to/from funds and reserves are an adjustment to the respective fund when approved.

Measurement uncertainty

The preparation of the financial statements in accordance with Canadian public sector accounting standards 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 the reported amounts of revenue and expenses during the reporting period. Significant estimates include the useful life of capital assets, rates for amortization and allowance for doubtful accounts.

Estimates are based on the best information available at the time of preparation of the financial statements and are reviewed annually to reflect new information as it becomes available. Actual results could differ from the estimates.

3. Receivables	<u>2021</u>	2020
Province of Nova Scotia Government of Canada Other HST receivable	\$ 4,257,748 \$ 441,954 492,362 38,770 5,230,834	4,958,078 - 296,412
Allowance for doubtful accounts	 (18,254)	(46,408)
	\$ 5,212,580 \$	5,278,599

Notes to the Financial Statements

March 31, 2021

4. Portfolio investments		<u>2021</u>	<u>2020</u>
Investments in bond pooled funds, Canadian equities pooled funds, US equities pooled funds and international equities pooled funds. The cost of these investments is \$2,096,205			
(2020 - \$1,971,762)	\$	2,022,418	\$ 1,804,822
Investments in GIC's maturing May 2021 and carrying a 1.25% interest rate		3,470,486	 4,969,871
		5,492,904	6,774,693
Less: Restricted investments		600,000	 527,591
	\$	4,892,904	\$ 6,247,102

The Board of Directors approved that \$600,000 of the long-term investments be internally restricted for the purposes of covering emergency cash flow requirements and general contingencies.

5.	Accounts payable and accrued liabilities		<u>2021</u>	<u>2020</u>	
	unts payable and accrued liabilities rnment remittances	\$	975,020 	\$ 740,328 3,840	
		\$	975,020	\$ 744,168	

Notes to the Financial Statements

March 31, 2021

6. Tangible capital assets		Computer <u>hardware</u>	Computer software		Office equipment	E	Equipment / freight trucks/ <u>trailers</u>		Buildings	<u>im</u>	Leasehold provements		Total <u>2021</u>		Total <u>2020</u>
Cost as of April 1 Additions Disposals	\$ 	206,448 52,944 (1,538)	\$ 4,313 4,543 -	\$	114,481 25,220 -	\$	2,714,594 501,990	\$	12,989 - -	\$	414,578 2,571 -	\$ _	3,467,403 587,268 (1,538)	\$	3,040,935 468,468 (42,000)
Total cost as of March 31		257,854	8,856		139,701		3,216,584		12,989		417,149		4,053,133		3,467,403
Accumulated amortization as of April 1 Amortization Disposals	_	194,422 10,525 (1,478)	 4 ,313 379		81,633 9,491 <u>-</u>	_	930,364 412,548		4,893 810		300,213 34,489	_	1,515,838 468,242 (1,478)	_	1,104,171 414,118 (2,451)
Total accumulated amortization as of March 31	_	203,469	4,692	_	91,124		1,342,912		5,703	_	334,702		1,982,602	_	1,515,838
Total net book value as of March 31	\$_	54,385	\$ 4,164	\$_	48,577	\$_	1,873,672	\$_	7,286	\$_	82,447	\$ _	2,070,531	\$_	1,951,565

Notes to the Financial Statements

March 31, 2021

7. Commitments

The Company is leasing office equipment expiring July 2021. The rent for the next year is as follows:

2022 \$ 3,403

The Company has entered into an agreement with an arms-length party to perform information technology related contract services for the period August 1, 2020 to July 31, 2021. The annual contract is limited to a maximum of \$62,000, plus HST. Services will be rendered on an as needed basis.

8. Employee future benefits

The Company participates in a defined contribution group RRSP matching plan for its full-time, permanent employees who have been employed with the Company for at least three months. The plan is not mandatory for the employees. Contributions are expensed in the period incurred. The Company contributed \$180,663 (2020 - \$119,289) to the plan during the year.

9. Budgeted figures

Budgeted figures have been provided for comparison purposes and have been derived from the estimates approved by the board in its original fiscal plan.

10. Accumulated surplus		<u>2021</u>	<u>2020</u>
Annual surplus (deficit) Remeasurement gains (losses)	\$ 	104,172 247,822	\$ (318,884) (30,648)
	\$	351,994	\$ (349,532)
Accumulated annual surplus Accumulated remeasurement gains Fund for general contingencies Fund for future AgriFlex expenses	\$	2,229,799 685,008 600,000	\$ 2,198,036 437,186 400,000 127,591
	\$ <u></u>	3,514,807	\$ 3,162,813

Notes to the Financial Statements

March 31, 2021

11. Compensation disclosure required pursuant to the Public Sector Compensation Disclosure Act

Section 3 of the Public Sector Compensation Disclosure Act of the Province of Nova Scotia requires public sector bodies to publicly disclose the amount of compensation it pays or provides, directly or indirectly, to any person in the fiscal year if the compensation to that person is one hundred thousand dollars or more including compensation paid to, or for the benefit of, each of its board members, officers, employees, contractors and consultants.

Section 4 of the Act requires that the information reported be disclosed in the body of the audited financial statements of the Company or in a statement prepared for the purposes of the Act and certified by its auditors. The Company has chosen to disclose this required information as part of its audited financial statements.

For the year ended March 31, 2021, the following employees received compensation of \$100,000 or more:

Lynne Godlien \$ 126,730 Nichole Taylor \$ 115,338

Compensation as reported above include salaries and the employer portion of benefits.

12. Contingency

There is a legal claim against the Company related to a customer's losses resulting from the handling of strawberry virus for 2012-14. The likelihood of loss or estimate of loss is undeterminable at time of issue of these financial statements.

13. Related party transactions

On December 18, 2015, the Company entered into an agreement to lease the facilities in Bible Hill, Nova Scotia where its Food and Beverage Innovation Centre is located from the Province of Nova Scotia at an annual cost of \$1.00. This lease agreement expires August 30, 2023.

Notes to the Financial Statements

March 31, 2021

14. Government capital grants

During the year, the Company received contributions from the Province of Nova Scotia to fund the acquisition of tangible capital assets related to:

	<u>2021</u>	<u>2020</u>
Centre for Marine Applied Research Equipment	\$ 100,050	\$ 96,684
Cooler	5,483	-
Texture analyzer	36,629	-
Monitoring system	24,895	-
Tractor	116,400	-
Mower	16,393	-
Generator	=	22,288
Mobile Filtration	=	139,557
Plant Health Lab	 	 24,835
	\$ 299,850	\$ 283,364

15. Financial instruments

The Company is exposed to various risks through its financial instruments. The following analysis provides a measure of the Company's risk exposure and concentrations at the statement of financial position date.

On March 11, 2020, the World Health Organization declared a pandemic following the emergence and rapid spread of a novel strain of coronavirus ("COVID-19"). The continuous spread of COVID-19 and the actions being taken by the governments, businesses and individuals to limit this pandemic may adversely impact the Company's operations and financial results, including increasing the credit risk associated with the Company's account receivables and the volatility in the fair value of the Company's portfolio investments. The pandemic has resulted in significant economic uncertainty, of which the potential impact on future financial results is difficult to reliably measure.

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 Company's main credit risks relate to its accounts receivable. The Company provides credit to its clients in the normal course of its operations. During the year, the Company has recorded an allowance for bad debts of \$18,254 (2020 - \$46,408) and recovered bad debts of \$nil (2020 - \$nil).

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Company is mainly exposed to interest rate risk.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company is exposed to interest rate risk on its fixed and floating interest rate financial instruments. The fixed-rate instruments subject the Company to a fair value risk while the floating-rate instruments subject it to a cash flow risk.

Notes to the Financial Statements

March 31, 2021

16. Impacts of COVID-19

Since December of 2019, the spread of COVID-19 has severely impacted many local economies around the globe. In many countries, including Canada, businesses are being forced to cease or limit operations for long or indefinite periods of time. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closure of non-essential services have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown.

To date the financial impact on Perennia Food & Agriculture Incorporated has been minimal. The Company has followed provincial health recommendations and has continued operations throughout the pandemic. The duration and impact of the COVID-19 pandemic 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 the Company for future periods.