



**Annual Report**

**2017**

**AgSafe**

# Mission Statement

FARSHA seeks to reduce the number of incidents on farms and ranches in British Columbia through an active program of education, training, and consultation in all regions of the province.

# Board of Directors

The seven members on the AgSafe Board of Directors provide knowledge, expertise, and guidance to the Executive Director, senior management team and staff, as well as overseeing and monitoring progress with respect to the organization’s mandate.



## Letter from the Board Chair

In early 2018 I will have been the AgSafe/FARSHA Board Chair for twelve years, and it is with some regret that I must resign in early 2018.

I thoroughly enjoyed being a part of AgSafe's journey over that time. The organization has grown to meet the needs of its farm and ranch members as WorkSafeBC deployed many more safety officers to inspect the businesses for compliance with the regulations. As a result, these inspections drove more demand for assistance from AgSafe's safety specialists to assure compliance.

Your Executive Director, Wendy Bennett has done a marvellous job over the last 5 years to hire competent staff to provide the training, education and assistance to employers and workers in the industry. Wendy has selected health and safety specialists that can communicate effectively with workers in Punjabi and Spanish.

Over the last 12 years, the Board of Directors has experienced a constant refreshment of members and they have all been a joy to work with. They provided fresh perspectives supportive of constantly improving safety and health among workers in agriculture.

I am pleased to advise that your Board has chosen Don Dahr to be the Chair of the AgSafe Board beginning in 2018. Don has a very extensive background in occupational health and safety, and also served for several years as the WorkSafeBC representative on the AgSafe Board. As such your Board will be in good hands on into the future.

It is important to note that AgSafe was the first health and safety association created by an agreement between WorkSafeBC, agriculture employers and the unions representing agriculture workers in 1993. This means that AgSafe will celebrate its 25<sup>th</sup> anniversary in 2018. As I retire from the Board I wish AgSafe many more years of successful operation.



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**Ralph McGinn**  
Chair, Board of Directors

## Letter from the Executive Director

As the Executive Director of AgSafe I am pleased and proud of our organization and the work our team does. Each year our Consultants and Advisors deliver safety information to hundreds of individuals in British Columbia's agriculture industry.

AgSafe continues to work closely with employers and workers to increase awareness around equipment safety, animal handling safety, ladder safety, and injury duration. Safety resources and other communication pieces have been produced for these topics, and in the spring we released the New Worker Orientation Handbook for seasonal workers in multiple languages.

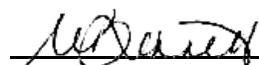
In the spring we also produced and released a video in support of the AgSafe Certificate of Recognition program. Thank you to the participants who appeared in this video and shared their endorsement. We continue to promote the AgSafe COR program with co-branding on our promotional and advertising materials, and through our communication channels. This year nine companies earned COR certification and many more continue to improve their safety through the COR process.

Following on the success of the #AgSafetyChamp social media campaign in 2016, AgSafe took this recognition piece a step further with #AgSafetyLeader. Each month an individual who made strides in health and safety initiatives on behalf of their organization was acknowledged on social media using #AgSafetyLeader and profiled in our e-newsletter the Dirt on Ag.

AgSafe's media exposure was consistent with the previous year. Coverage appeared in trade and community publications, both print and digital. Highlights from this year include a radio interview in Kamloops with Chad Stewart, Regional Safety Consultant – North Okanagan about wildfire prevention and evacuation, and a TV news interview with Charan Gill about the successful evacuation and follow-up done by a large greenhouse after a safety incident.

We would like to thank Ralph McGinn for his years of dedication and commitment to AgSafe and the agriculture community as Chair of our Board of Directors. It has been an honour and a privilege to work with him.

Under the leadership of our new Chair, Don Dahr we will continue to be committed to creating a safe work environment for B.C.'s agricultural industries. Thank you to our Board of Directors for your ongoing support of the work we do.



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**Wendy Bennett, CRSP**  
Executive Director

# AgSafe in the Field

## Central Interior

Safety continued to be prominent in day-to-day operations with most producers in this region. AgSafe is becoming the go-to organization for safety and training needs.

## Peace River

Calls for AgSafe's assistance increased 40% from 2016. Employer driven workplace inspections also increased substantially, specifically for mobile equipment.

## North Okanagan

Multiple producers utilized return to work/recovery at work resources following workplace injuries and incorporated safety programs into business practices.

Of note, Cowboy boss with 20-plus years of experience held first unprompted tailgate meeting resulting in changed attitude toward safety culture.

## Cariboo

AgSafe's Supt. of Field Ops assisted agricultural community during the wildfires - managed the ranching sector within the evacuation zones; helped expand expertise in livestock handling, facility design and modification; and to further engaged the ranching sector. This engagement model has great potential to assist in the reduction of injuries or incidents.

## Vancouver Island

AgSafe helped address areas for improvement for clients who are progressive and exceed regulatory compliance; strive for best practices by performing annual safety program reviews; implement leadership and a top-down commitment to health and safety. This Empowers and supports worksite safety representatives to ensure employee competency.

## Okanagan

AgSafe delivered the new Supervisor Development course to many large employers using various formats to teach supervisory skills in a new way.

Tractor and orchard ladder safety continued to be the focus for English and Spanish speaking workers. AgSafe delivered issue-specific training program, crew talks, and trainer the trainer sessions.

## Lower Mainland

AgSafe assisted multiple employers train on-site Safety Coordinators and develop/implement safety management systems.

Assisted employer's compliance with stop-use order for machinery; conduct prelim investigations; complete risk assessment; and create safe work procedures.

Assisted in plan development to prevent poultry worker exposure to dust and bioaerosol.

Farms and gardens continued to work hard to meet/succeed at COR requirements by developing and modifying their health and safety programs.

## Kootenays

Renewed interest in locally grown produce has resulted in a boom for small scale agriculture in the Kootenays. AgSafe played a pivotal role providing safety programming support and education to small growers.

### Regional Safety Consultants

Mike Burzek - Peace River

Carol Reid - Okanagan

Ken Lacroix - Vancouver Island

Melissa Lacroix - Vancouver Island

Kevin Paterson - Kootenays

Reg Steward - Cariboo

Chad Stewart - North Okanagan

Trevor Tapp - Central Interior

### Safety Advisors - Lower Mainland

TJ Garcha

Emily Kerr

David Nguyen

Tadhg O'Leary

## Accomplishments from 2017

### Highlights From 2017

Our team continues to grow as we benefit from new knowledge, expertise, skills and talent. This year we welcomed three new members:

- Rachel Ziegler, Program Assistant – Rachel is applying her background in business and new media design to help give AgSafe’s resources and collateral materials a cohesive look.
- Trevor Whalley, Program Coordinator - Trevor has an OHS Diploma and an established background in commercial insurance and industrial risk control – delivering orientation and training programs with realistic and workable solutions to unique health and safety concerns.
- Melissa Lacroix, Regional Safety Consultant for Vancouver Island – Melissa has an impressive occupational health and safety background. After graduating with distinction from the BCIT program, she became a partner in Ken Lacroix’s Health and Safety Consultant Corporation, and among her other professional activities she is a sitting member of the Board of Directors for Mid-Island Co-op.

British Columbia saw one of the most severe wildfire seasons in 2017. AgSafe is proud of Reg Steward, Superintendent of Field Operations for his work with the Cariboo Regional District, BC Cattlemen’s Association, and fire officials to coordinate assistance for area ranchers. Reg’s efforts were recognized by several organizations including the BC Cattlemen’s Association and the Government of British Columbia.

The AgSafe team of consultants and advisors continues to earn praise and recognition for their work from agriculture organizations around the province.

## Working in Partnership

AgSafe participated in, and supported various BC-focused agriculture safety initiatives in conjunction with other safety organizations including WorkSafeBC.



### **AgSafe represented on CASA Board of Directors**

Wendy Bennett, AgSafe Executive Director served a third year as Chair of the Canadian Agricultural Safety Association (CASA) board of directors working with the CASA board and other CASA partners to continue to make safety a priority on farms and ranches across Canada.



### **Co-sponsorship with the BCAC**

AgSafe was the major sponsor in 2017 of the annual BC Agriculture Council Agri-Food Industry Gala.



### **Agreement with NIDMAR**

AgSafe continues to support the National Institute of Disability Management and Research (NIDMAR) by providing BC's farms and ranches with a tool to assess their own disability management programs and activities.

Wendy Bennett continues to be enthusiastic about the agreement and AgSafe's involvement. "Our team trained and prepared to help employers put the pieces together to create an action plan that both accommodates the worker safely and reduces their own costs."



### **PCU-WHS Education Modules**

AgSafe and Pacific Coast University for Workplace Health Sciences (PCU-WHS) are working together to provide "train-the-trainer" educational modules to agricultural field officers at a discount. AgSafe field staff is encouraged to take continuing education modules that are part of the university's Disability Management Practitioner Certificate Program.

## AgSafe in the Media

AgSafe continues to take an integrated communications and marketing approach. Our presence in traditional mainstream, industry and digital media was historically strong again in 2017 with AgSafe, or AgSafe information, featured or referenced in 27 articles as well as one radio interview and one television news story.

# The Dirt On AgSafe

## Media in 2017

### Radio Interview - Kamloops, BC



KAMLOOPS, BC

**"I've seen a big uptake in the number of ranchers and farmers including a wildfire emergency response plan as part of their health and safety program." Chad Stewart**

"I've seen a big uptake in the number of ranchers and farmers including a wildfire emergency response plan as part of their health and safety program."

- Chad Stewart on Radio NL

### Excerpt from Fruit & Vegetable

By AgSafeBC  
August 25, 2017

### Sun, heat stress safety

<https://www.fruitandveggie.com/v-agriculture-workers-20254>

"There are resources available to help them develop and implement a sun and heat safety plan. The key is controlling the worker's exposure to sun and the possibility of heat stress."

- Wendy Bennett in The L

Bennett adds that the risk of heat stress is high for those who are working outdoors with equipment.

**"There are resources available for those who employ outdoor workers to help them develop and implement a sun and heat safety plan. The key is controlling the worker's exposure to sun and the possibility of heat stress."**

- Wendy Bennett



**AgSafe's Central Interior Safety Consultant Trevor Tapp speaking about working safely on the farm.**

### CTV News

By Charan Gill  
December 2017

"They knew what they were doing... They were trained how to do it."

said union president Charan Gill.

**"They knew what they were doing... They were trained how to do it," said union president Charan Gill.**



### CASA Conference

By Trevor Tapp  
October 2017

g about working safely on



### All Media

By AgSafeBC  
January 2017 to December 2017

100 Mile House Free Press

BC Grape growers Assn

COHS e-News

Canadian Poultry

CASA

COHS Mag

Country Life in BC

CTV News

FarmWest

Fruit & Vegetable

Modern Agriculture

NL Radio

OHS Insider

Orchard & Vineyard

Pacific Coast Online

Pet Safe Coalition Society

of Cda

Speaking of Safety

**Fire Prevention, #AgSafetyChamp, and Sun Safety resulted in the most coverage.**

Fire Prevention, #AgSafetyChamp, and Sun Safety resulted in the most coverage.



## Social Media Stats



### Twitter:

Reach: **79,495**  
Re-Tweets: **159**  
Engagements: **1,500**



### Facebook:

Reach: **22,473**  
Engagements: **1,980**  
Clicks: **642**



### Instagram:

Followers: **226**  
Engagements: **1,000**

## E-Newsletter Stats



### Dirt on Ag:

Delivered: **9,400**  
Opened: **6,298**  
Clicks: **530**  
New Subscribers: **362**

## Website Stats

### Top website pages visited:

- #1) Home
- #2) Our Team
- #3) Contact Us

### Top Downloaded Resources:

- #1) LE COR Audit Tool
- #2) SE COR Audit Tool
- #3) Resource Request Form/Other

Avg. Time Spent on Site: **3:15min**

## Media Highlights

AgSafe appeared, or was referenced in:

- 27** - Print and digital articles
- 1** - Radio interview
- 1** - TV story

## COR Leaders in Safety

WorkSafeBC recognizes and rewards employers who implement effective management systems in occupational health and safety. AgSafe is the Certificate of Recognition (COR) program certifying body for primary agriculture in BC.

In 2017 British Columbia experienced another devastating wildfire season. Those employers who were prepared for their Occupational Health and Safety audit, but were affected by the wildfires, were unable to complete their program this year.

As a result the number of projected employers awarded COR standing was significantly lower in 2017 with only nine employers certified or re-certified.

The COR program continues to be promoted by the AgSafe team who travel throughout the province providing COR information in conjunction with their visits to BC's farms and ranches.

COR resources, including a video for small and large employers is available on the AgSafe website, as well as for presentation at association meetings.

### 2017 COR Recipients

Congratulations to the following employers who were awarded their Certificate of Recognition following successful completion of the Occupational Health and Safety audit. These COR-certified leaders in agricultural health and safety are now eligible for WorkSafeBC incentive payments of 10 percent of the assessment premiums paid in the prior year.



**Bonnie Doone  
Dairy Ltd.**



*Congratulations on your 2017 COR Certification*

## Injury Rate for 7010 Agriculture Subsector

The following chart illustrates how many claims and serious injury claims an industry has for every 100 workers and the change in this rate over the most recent five-year period. Industries with a higher rate are considered more risky, while industries with a lower rate are considered less risky. The ultimate target is to have an injury rate of zero. This chart compares the rates for the Agricultural Subsector to the rates for all of B.C.

		<b>WORK SAFE BC</b>				
Measure	2013	2014	2015	2016	2017	2018 YTD
Injury Rate - Agriculture	2.6	2.6	2.7	2.5		
Injury Rate - All of B.C.	2.3	2.3	2.2	2.2		
Serious Injury Rate - Agriculture	0.6	0.6	0.7	0.6		
Serious Injury Rate - All of B.C.	0.3	0.3	0.3	0.3		
# Time-loss Claims	536	535	570	541	548	29
# Serious Injury Claims	120	130	141	124	126	2
% Serious Injury Claims	22%	24%	25%	23%	23%	7%
# Person Years	20,439	20,822	21,296	21,816		

## WorkSafe BC Prevention Activity Statistics



*FINANCIAL STATEMENTS OF*

**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**

**December 31, 2017**



d'Abadie Moody inc.



## INDEPENDENT AUDITOR'S REPORT

To the Directors of  
**Farm and Ranch Safety and Health Association**

We have audited the accompanying financial statements of Farm and Ranch Safety and Health Association, which comprise the statement of financial position as at December 31, 2017, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit 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.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Association's preparation and fair presentation of the financial statements 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 Association's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## INDEPENDENT AUDITOR'S REPORT, continued

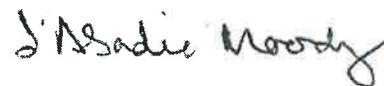
### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Farm and Ranch Safety and Health Association as at December 31, 2017, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

### *Report on Other Legal and Regulatory Requirements*

As required by the Societies Act of British Columbia, we report that, in our opinion, these principles have been applied on a basis consistent with that of the preceding year.

Langley, British Columbia  
April 12, 2018



Chartered Professional Accountants

**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**  
**STATEMENT OF FINANCIAL POSITION**

As at December 31, 2017

	2017	2016
<b>ASSETS</b>		
Current		
Cash and cash equivalents	\$ 1,209,203	\$ 528,106
GST refundable and other receivables	33,367	18,519
Prepaid expenses	9,129	9,392
	<u>1,251,699</u>	<u>556,017</u>
Capital assets (Note 3)	47,731	47,476
	<u>\$ 1,299,430</u>	<u>\$ 603,493</u>
<b>LIABILITIES</b>		
Current		
Accounts payable and accrued liabilities	\$ 56,221	\$ 27,549
Payroll remittances payable	11,183	10,470
Salaries payable	10,117	6,367
	<u>77,521</u>	<u>44,386</u>
Deferred revenue (Note 4)	659,000	44,917
	<u>736,521</u>	<u>89,303</u>
<b>NET ASSETS</b>		
BALANCE	<u>562,909</u>	<u>514,190</u>
	<u>\$ 1,299,430</u>	<u>\$ 603,493</u>

Approved by the board

  
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 RALPH MCGINN

Chairman



Director

See accompanying notes to the financial statements

**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**  
**STATEMENT OF OPERATIONS**  
Year ended December 31, 2017

	2017	2016
<b>REVENUES</b>		
WorkSafeBC operating grants	\$ 1,317,005	\$ 1,268,150
CASA grants	8,218	10,612
Program recovery and membership fees	22,456	23,496
	<u>1,347,679</u>	<u>1,302,258</u>
<b>EXPENDITURES</b>		
Accounting and legal fees	8,249	6,381
Advertising and sponsorships	32,564	35,465
Amortization	21,296	18,024
Benefits	51,559	55,819
Board expenses	28,272	30,036
Building repairs and maintenance	-	2,511
Conference registration & meeting expenses	21,948	20,016
Consultants & Contractors	307,575	309,148
Furniture & Equipment	3,322	3,533
Insurance	7,444	9,454
Miscellaneous programs	11,047	9,566
Office Supplies	6,228	6,800
Publication & materials	50,645	31,687
Rent and occupancy costs	46,540	44,891
Staff training	43,424	28,087
Technology	24,666	18,090
Telecommunications & freight	14,903	12,745
Travel	137,321	118,543
Wages	449,731	464,809
	<u>1,266,734</u>	<u>1,225,605</u>
<b>EXCESS OF REVENUES OVER EXPENDITURES FROM OPERATIONS</b>	<b>80,945</b>	<b>76,653</b>
COR Operations (Schedule 1)	38,315	(50,903)
Interest	(6,089)	(5,542)
<b>EXCESS OF REVENUES OVER EXPENDITURES</b>	<b>\$ 48,719</b>	<b>\$ 133,098</b>

See accompanying notes to the financial statements

# FARM AND RANCH SAFETY AND HEALTH ASSOCIATION

## STATEMENT OF CHANGES IN NET ASSETS

Year ended December 31, 2017

	BALANCE, beginning of year	Other Adjustments	Income Allocation	Asset Purchases	Amortization Allocation	Excess of revenues over expenditures	2017 BALANCE, end of year
Unrestricted	\$ 144,182	\$ -	(1,193)	21,551	(21,296)	48,719	\$ 191,963
HSA Reserve Funds	278,758	-	39,508	(16,662)	21,296	-	322,900
COR Reserve Funds	91,250	-	(38,315)	(4,889)	-	-	48,046
	<b>\$ 514,190</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 48,719</b>	<b>\$ 562,909</b>
	BALANCE, beginning of year	Other Adjustments	Income Allocation	Asset Purchases	Amortization Allocation	Excess of revenues over expenditures	2016 BALANCE, end of year
Unrestricted	\$ 99,609	\$ -	9,903	23,656	(18,024)	133,098	\$ 144,182
HSA Reserve Funds	237,101	-	(5,868)	(23,656)	18,024	-	278,758
COR Reserve Funds	44,382	-	(4,035)	-	-	-	91,250
	<b>\$ 381,092</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 133,098</b>	<b>\$ 514,190</b>

See accompanying notes to the financial statements



**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**  
**STATEMENT OF CASH FLOWS**  
Year ended December 31, 2017

	<u>2017</u>	<u>2016</u>
<b>OPERATING ACTIVITIES</b>		
Excess of revenues over expenditures	\$ 48,719	\$ 133,098
Item not affecting cash		
Amortization	<u>21,296</u>	<u>18,024</u>
	<b>70,015</b>	<b>151,122</b>
Change in non-cash working capital items		
GST refundable and other receivables	(14,848)	4,650
Prepaid expenses	263	534
Accounts payable and accrued liabilities	28,672	4,290
Payroll remittances payable	713	25
Salaries payable	<u>3,750</u>	<u>2,413</u>
	<b>88,565</b>	<b>163,034</b>
<b>FINANCING ACTIVITY</b>		
Deferred revenue	614,083	20,417
<b>INVESTING ACTIVITY</b>		
Purchase of capital assets	<u>(21,551)</u>	<u>(9,905)</u>
<b>INCREASE IN CASH</b>	<b>681,097</b>	<b>173,546</b>
<b>CASH, beginning of year</b>	<u>528,106</u>	<u>354,560</u>
<b>CASH, end of year</b>	<u>\$ 1,209,203</u>	<u>\$ 528,106</u>

See accompanying notes to the financial statements

# FARM AND RANCH SAFETY AND HEALTH ASSOCIATION

## NOTES TO THE FINANCIAL STATEMENTS

December 31, 2017

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### 1. Nature of operations

Farm and Ranch Safety and Health Association was formed under the Societies Act of British Columbia and operates to ensure high standards of occupational health and safety in the agricultural industry by fostering compliance with Workers' Compensation Board regulations and to support overall farm safety.

### 2. Significant accounting policies

The Association applies the Canadian accounting standards for not-for-profit organizations.

#### (a) Cash equivalents

The Association considers all investments with maturities of three months or less and demand bank loans that are utilized periodically for day to day operations to be cash equivalents.

#### (b) Capital assets

Capital assets are recorded at cost. The Association provides for amortization using the straight-line method at rates designed to amortize the cost of the capital assets over their estimated useful lives. The annual amortization rates are as follows:

Test equipment	30 years
Furniture and fixtures	20 years
Computer equipment	3 years
Computer software	1 year

Amortization of leasehold improvements is recorded over the remaining term of the lease plus the first renewal option.

#### (c) Impairment of long-lived assets

The Association tests for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. Recoverability is assessed by comparing the carrying amount to the projected undiscounted future net cash flows the long-lived assets are expected to generate through their direct use and eventual disposition. When a test for impairment indicates that the carrying amount of an asset is not recoverable, an impairment loss is recognized to the extent carrying value exceeds its fair value.

**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
December 31, 2017

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**2. Significant accounting policies, continued**

(d) Revenue recognition

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Endowment contributions are recognized as direct increases in net assets.

Restricted investment income is recognized as revenue in the year in which the related expenses are incurred. Unrestricted investment income is recognized as revenue when earned.

Externally restricted contributions for the purchase of capital assets that will be amortized are recorded as deferred capital contributions and recognized as revenue on the same basis as the amortization expense related to the acquired capital assets. Externally restricted contributions for the purchase of capital assets that will not be amortized are recognized as direct increases in net assets to the Investment in Capital Assets balance.

(e) Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Items requiring the use of significant estimates include public service bodies rebate, useful lives for amortization of capital assets, and allocation of administration expenses between programs. Actual results could differ from those estimates.

# FARM AND RANCH SAFETY AND HEALTH ASSOCIATION

## NOTES TO THE FINANCIAL STATEMENTS

December 31, 2017

### 3. Capital assets

			2017	2016
	Cost	Accumulated amortization	Net Book Value	Net Book Value
Test equipment	\$ 18,070	\$ 14,115	\$ 3,955	\$ 5,650
Furniture and fixtures	93,914	67,734	26,180	18,444
Leasehold improvements	46,764	35,073	11,691	23,382
Computer equipment	68,477	62,572	5,905	-
Computer software	22,568	22,568	-	-
	<b>\$ 249,793</b>	<b>\$ 202,062</b>	<b>\$ 47,731</b>	<b>\$ 47,476</b>

### 4. Deferred revenue

	2017	2016
Canadian Agricultural Safety Association	\$ -	\$ 13,888
WorkSafeBC funding received in advanced - HSA (2016 - COR)	<b>659,000</b>	<b>31,029</b>
	<b>\$ 659,000</b>	<b>\$ 44,917</b>

The unused portion of the grant from the Canadian Agricultural Safety Association was returned to the Canadian Agricultural Safety Association in 2017. WorkSafeBC funding for 2018 was received in December 2017 in the amount of \$ 659,000.

### 5. Commitments

As at December 31, 2017, the Association has outstanding lease commitments with respect to the office premise and equipment as follows:

2018	\$ 46,478
2019	723
2020	301
	<b>\$ 47,502</b>

# FARM AND RANCH SAFETY AND HEALTH ASSOCIATION

## NOTES TO THE FINANCIAL STATEMENTS

December 31, 2017

### 6. Reserve Funds

The WorkSafeBC Board allows the Association to retain operating surpluses equivalent to three months of the WorkSafeBC contract funding amount as reserve funds. The use of such reserve funds are limited to: 1) bridge financing purposes and 2) unforeseen and time sensitive expenses in excess of total approved funding received.

### 7. Economic dependence

The Association generated approximately 98.2% (2016 - 98.0%) of its revenue from WorkSafeBC through its levies and assessments of the farming industry. WorkSafeBC also approves the Association's annual budget.

### 8. Income taxes

The Association is a not-for-profit organization that is exempt from income taxes pursuant to subsection 149(1) of the Income Tax Act.

### 9. Disclosure of Remuneration as required under the British Columbia Societies Act

	<u>2017</u>
Chair	\$ 6,800
Director	900
Director	1,500
Director	900
Director	2,900
Director	1,700
Director	200
Director	1,398
Director	<u>1,501</u>
Total fees paid for director services	<u>17,799</u>
Consulting fees paid to one company	134,854
Total salaries paid to three employees	<u>281,483</u>
Total remuneration paid to employees or contractors for services over \$75,000	<u>416,337</u>
	<u>\$ 434,136</u>

# FARM AND RANCH SAFETY AND HEALTH ASSOCIATION

## NOTES TO THE FINANCIAL STATEMENTS

December 31, 2017

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### 10. Financial instruments

Transactions in financial instruments may result in an entity assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of financial statements in assessing the extent of risk related to financial instruments.

(a) Fair value

The fair value of current financial assets and current financial liabilities approximates their carrying value due to their short-term maturity dates. The fair value of long-term financial liabilities approximates their carrying value based on the presumption that the Association is a going concern and thus expects to fully repay the outstanding amounts.

(b) Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Association has no foreign currency transactions and therefore is not exposed to significant currency risk

(c) Credit risk

The Association does have credit risk in gst refundable and other receivables of \$33,367 (2016 - \$18,519). Credit risk is the risk that one party to a transaction will fail to discharge an obligation and cause the other party to incur a financial loss. The Association reduces its exposure to credit risk by performing credit valuations on a regular basis and creating an allowance for bad debts when applicable. In the opinion of management the credit risk exposure to the Association is low and is not significant.

(d) Liquidity risk

The Association does have a liquidity risk in the accounts payable and accrued liabilities of \$56,221 (2016 - \$27,549). Liquidity risk is the risk that the Association cannot repay its obligations when they become due to its creditors. The Association reduces its exposure to liquidity risk by ensuring that it documents when authorized payments become due. In the opinion of management the liquidity risk exposure to the Association is low and is not significant.

(e) Interest rate risk

The Association is not exposed to interest rate risk. Interest rate risk is the risk that the Association has interest rate exposure on its bank indebtedness, which are variable based on the bank's prime rates.

**FARM AND RANCH SAFETY AND HEALTH ASSOCIATION**  
**SCHEDULE TO THE FINANCIAL STATEMENTS**  
Year ended December 31, 2017

**Schedule of COR Revenue and Expenditures**

**Schedule 1**

	<u>2017</u>	<u>2016</u>
WorkSafeBC COR grant	\$ 365,000	\$ 333,971
Accounting & legal	(3,405)	(2,127)
Advertising and sponsorships	(23,410)	(28,337)
Benefits	(21,105)	(10,712)
Board Expenses	(6,888)	(6,198)
Building maintenance and repairs	-	(1,404)
Conference registration and meeting expenses	(4,833)	(6,160)
Consultants & contractors	(75,111)	(27,145)
Furniture and equipment	(1,180)	(1,572)
Office supplies	(2,263)	(2,051)
Insurance	(3,833)	(4,862)
Publication and materials	(11,564)	(48,025)
Rent and occupancy	(25,062)	(24,144)
Staff training	(10,377)	(8,201)
Technology	(24,065)	(9,723)
Telephone and freight	(5,458)	(4,803)
Travel	(8,175)	(9,501)
Wages	(176,586)	(88,103)
	<u>\$ (38,315)</u>	<u>\$ 50,903</u>

No amortization is allocated to the COR program as capital expenditures are adjusted by WorkSafeBC in determining the annual surplus or deficit relating to the COR program.



Thank you to all of our hard working and dedicated Safety Consultants and Advisors.



## AgSafe 2017 Annual Report

This 2017 annual report, and those from previous years, are available online at [www.agsafebc.ca](http://www.agsafebc.ca).



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**AgriSafe**Culture