IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Non-consolidated Financial Statements For the year ended December 31, 2019

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Tel: 204-956-7200 Fax: 204-926-7201 Toll-free: 866-863-6601

www.bdo.ca

BDO Canada LLP 700 - 200 Graham Avenue Winnipeg MB R3C 4L5 Canada

Independent Auditor's Report

To the Board of Directors of IDE International Development Enterprises Association Inc.

Opinion

We have audited the non-consolidated financial statements of IDE International Development Enterprises Association Inc. (the "organization"), which comprise the statement of financial position as at December 31, 2019, and the statements of changes in net assets, operations and cash flows for the year then ended, and notes to the non-consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying non-consolidated financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 2019, and its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis of 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 non-consolidated Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the non-consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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

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

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

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

Auditor's Responsibilities for the Audit of the Non-consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the non-consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these 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 non-consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the non-consolidated financial statements, including the disclosures, and whether the non-consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

BDO Canada LLP

Chartered Professional Accountants

Winnipeg, Manitoba April 30, 2020

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Financial Position

December 31		2019	2018
Assets			
Current Assets Cash and bank Accounts receivable Due from related party (Note 14) Project advances (Note 3) Current portion of loan receivable (Note 4)	\$	1,573,974 86,283 - 16,271 - 1,676,528	\$ 1,582,069 117,381 77,659 328,158 34,084 2,139,351
Investment in iDEal Technologias y Compania Lta. (Note 2)		1	1
	\$	1,676,529	\$ 2,139,352
Current Liabilities Accounts payable and accrued liabilities Due to related parties (Note 14) Deferred revenue (Note 6)	\$	23,317 415,656 262,823	\$ 18,314 103,121 816,826
Net Assets Board discretionary reserves Operating reserve Leverage fund (Note 7) Nepal fund (Note 9) RUSHING fund (Note 10) CanPoop fund (Note 11) Unrestricted surplus	_	327,847 88,548 - 110,175 16,271 431,892 974,733	938,261 328,883 123,738 25,000 122,175 75,000 526,295 1,201,091
	\$	1,676,529	\$ 2,139,352

Approved by the Board:

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Changes in Net Assets

For the year ended December 31

	!	RUSHING Fund	(CanPoop Fund	Nepal Fund	H	londuras Fund	Leverage Fund	Operating Unrestricted Reserve Surplus		Total		
Net assets, December 31, 2017	\$	_	\$		\$ 25,000	\$	7,500 \$	231,286	\$	328,883	\$ 529,305	\$1,	,121,974
Excess (deficiency) of revenue over expenses		-		-	-		-	(182,548)		-	261,665		79,117
Transfers		122,175		75,000	-		(7,500)	75,000		-	(264,675)		<u> </u>
Net assets, December 31, 2018		122,175		75,000	25,000		-	123,738		328,883	526,295	1,	,201,091
Excess (deficiency) of revenue over expenses		-		-	-		-	-		(1,036)	(225,322)	((226,358)
Transfers (Notes 7, 8, 9, 10, 11)		(12,000)		(58,729)	(25,000)		-	(35,190)		-	130,919		
Net assets, December 31, 2019	\$	110,175	\$	16,271	\$ -	\$	- \$	88,548	\$	327,847	\$ 431,892	\$	974,733

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Operations

For the year ended December 31		2019	2018
Revenue Donations Government grants (Page 18) Interest and other Program services	\$	1,001,778 \$ 2,264,273 16,511 625	1,331,792 2,523,214 10,494 9,463
Expenses	_	3,283,187	3,874,963
International programs (Page 18) Fundraising General and administrative expenses Public engagement and education	_	3,084,045 227,777 132,096 65,627	3,398,188 232,554 109,534 55,570
	_	3,509,545	3,795,846
Excess (deficiency) of revenue over expenses	\$	(226,358) \$	79,117
Apportioned to the following funds: Unrestricted surplus Leverage fund Reserve fund	\$	(225,322) \$ - (1,036)	261,665 (182,548)
	\$	(226,358) \$	79,117

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Statement of Cash Flows

For the year ended December 31		2019	2018
Cash Flows from Operating Activities			
Excess (deficiency) of revenue over expenses Adjustment for non-cash items:	\$	(226,358)	\$ 79,117
Loss on iDEal Technologias y Compania Lta. valuation	_		205,792
Net change in non-cash working capital		(226,358)	284,909
Accounts receivable		31,098	(27,683)
Due from related parties		77,659	(77,659)
Project advances		311,887	57,775
Loan receivable		34,084	28,671
Prepaid expenses		-	3,490
Accounts payable and accrued liabilities		5,003	9,290
Deferred revenue	_	(554,003)	(200,781)
		(320,630)	78,012
Cash Flows from Investing Activities Purchase of iDEal Technologias y Compania Lta.		-	(205,793)
Cook Flavor from Financian Activities			
Cash Flows from Financing Activities Repayment of long-term debt			(20,918)
Advances from related parties		312,535	103,121
Advances from related parties		312,333	103,121
		312,535	82,203
Decrease in cash and bank		(8,095)	(45,578)
Cash and bank, beginning of year	_	1,582,069	1,627,647
Cash and bank, end of year	\$	1,573,974	\$ 1,582,069

For the year ended December 31, 2019

1. Nature of Operations and Summary of Significant Accounting Policies

Nature of Business

The IDE International Development Enterprises Association Inc. is a registered charity under the Income Tax Act.

The organization is the Canadian arm of IDE. As part of IDE's global operations, the organization is responsible for the development and oversight of specific projects implemented through IDE field offices. IDE's consolidated global operations are reported on separately and only its Canadian operations are reflected in these non-consolidated financial statements.

Basis of Accounting

The non-consolidated financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Revenue Recognition

The organization follows the deferral method of accounting for contributions. Revenue, primarily grant revenue, which contains conditions to its use, is deferred until the conditions are fulfilled. Donation revenue is recorded when received. Donation revenue received for specific campaigns is unrestricted and will be used at the discretion of the board. The Board's practice is to allocate these funds as per the donor's request. See note regarding 'Donor Directed Project Fund' for further information. If response to an appeal exceeds the amount needed for the designated project or if a project cannot be completed, the excess or remaining funds will be used where most needed.

Investments

On February 20, 2018, the organization acquired 99% ownership from iDE Global, the ownership of iDEal Technologies y Compania Lta., a Nicaraguan corporation.

The organization's investment in iDEal Technologies y Compania Lta., a Nicaraguan private corporation, subject to control, is accounted for by the cost method.

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC.

Notes to Non-consolidated Financial Statements

For the year ended December 31, 2019

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

<u>Investments</u> (continued)

The cost method is a basis of accounting for investments whereby the investment is initially recorded at cost and earnings from such investments are recognized only to the extent received or receivable. When there is an indication of impairment, the organization determines whether a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the investment. If the organization identifies a significant adverse change, the carrying amount of the investment is reduced directly to the higher of the present value of the cash flows expected to be generated by holding the investment, and the amount that could be realized by selling the asset at the balance sheet date. The amount of the reduction is recognized as an impairment loss in net income. A previously recognized impairment loss may be reversed to the extent of improvement, provided the adjusted carrying amount of the investment 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 the reversal is recognized in net income in the period the reversal occurs.

Capital Assets

Capital assets are stated at cost less accumulated amortization. Amortization based on the estimated useful life of the asset is calculated as follows:

Computer equipment

5 year straight-line

Operating Reserve

This reserve fund was established by the Board of Directors to provide continuity of operations in the event of future shortfalls in revenue over expenses.

Leverage Fund

This internally restricted fund supports projects that match fund resources with matching grant or investment money. The fund provides strategic investments in projects that mobilize significant additional resources, which may be in a variety of forms, including government grants or subsidies, financing or private investment (Note 7). Management proposes fund investments for approval by the Board of Directors.

Honduras Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's work in Honduras (Note 8).

For the year ended December 31, 2019

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Nepal Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's work in Nepal (Note 9).

RUSHING Fund

This fund was set up to show donations designated but not yet disbursed to support IDE's sanitation marketing work in Ghana (Note 10).

CanPoop Fund

This revolving reserve fund was established by the Board of Directors to provide short-term cash flow for toilet sales in Ghana. In 2019, the fund is scheduled to cycle into covering expenses for the RUSHING sanitation marketing project, at which point it will be dissolved. (Note 11).

Foreign Currency Translation

Foreign currency accounts are translated into Canadian dollars as follows:

At the transaction date, each asset, liability, revenue and expense is translated into Canadian dollars by the use of the exchange rate in effect at that date. At the year end date, monetary assets and liabilities are translated into Canadian dollars by using the exchange rate in effect at that date. The resulting foreign exchange gains and losses are included in income in the current period.

Financial Instruments

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets in actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at cost or amortized cost less impairment, if applicable. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired. Transaction costs are the acquisition, sale or issue of financial instruments are expensed for those items remeasured at fair value at each statement of financial position date and charged to the financial instrument for those measured at amortized cost.

For the year ended December 31, 2019

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Use of Estimates

The preparation of non-consolidated financial statements in accordance 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 at the date of the non-consolidated financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

2. Investment

On February 20, 2018, the organization acquired from iDE Global, 99% of of iDEal Technologies y Compania Lta., a Nicaraguan corporation. This corporation provides irrigation equipment for the agricultural and industrial industries and agro industrial consulting services throughout Nicaragua.

3. Project Advances

The following table summarizes the organization's project advances for the year:

		2019	2018
Ghana/CanPoop Ghana/RUSHING	\$	16,271 -	\$ 75,000 253,158
	<u>\$</u>	16,271	\$ 328,158

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The organization established the Ghana/ CanPoop and Ghana/ RUSHING projects to support the work of IDE established in other countries in areas of water, sanitation and hygiene. These organizations are affiliated not-for-profit organizations with similar purposes, goals and policies.

For the	vear	ended	December	31.	2019
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4.	Loan Receivable	 2019	2018
	Hydrologic Social Enterprise Co. Ltd., with interest at 5.00% receivable on a semi-annual basis beginning on March 31, 2014 and then on the last day of December and June in subsequent years, requiring semi-annual principal payments of \$25,000 USD starting June 30, 2016, maturing December 31, 2018.	\$ - \$	34,084
	Less current portion of loan receivable	-	34,084
		\$ - \$	-

5. Capital Assets

Oapital Assets		2019		2018
	Cost	ccumulated mortization	Cost	Accumulated Amortization
Computer equipment and software	\$ 14,326	\$ 14,326	\$ 14,326	\$ 14,326
Net book value		\$ _		\$ -

6. Deferred Revenue

Deferred contributions include designated government grants and contributions which remain unspent to December 31, 2019, as set out in the following table:

	 Opening	Accrued	F	Recognized	Closing
Global Affairs Canada					
Ghana - Rushing	\$ 816,826	\$ 1,587,259	\$	(2,141,262)	\$ 262,823

Deferred contributions recognized as revenue are included in the designated government grants on the statement of operations.

For the year ended December 31, 2019

7. Leverage Fund

The organization established the Leverage fund to provide strategic investments in projects that mobilize significant additional resources, at the discretion of the Board.

The transactions of the Leverage fund for the year are as follows:

	 2019	2018
Opening balance Excess revenue over expenses Management executed transfer	\$ 123,738 - (35,190)	\$ 231,286 (182,548) 75,000
Ending balance	\$ 88,548	\$ 123,738

8. Honduras Fund

The organization established a fund to support the work of IDE in Honduras.

The transactions of the Honduras fund for the year are as follows:

	 2019	2018
Opening balance Board executed transfer	\$ - -	\$ 7,500 (7,500)
Ending balance	\$ -	\$

9. Nepal Fund

The organization established a fund to support the work of IDE in Nepal.

The transactions of the Nepal fund for the year are as follows:

	 2019	2018
Opening balance Management executed transfer	\$ 25,000 (25,000)	\$ 25,000 -
Ending balance	\$ -	\$ 25,000

For the year ended December 31, 2019

10. RUSHING Fund

The organization established a fund to support the work of IDE in the areas of water, sanitation and hygiene, at the discretion of the Board.

The transactions of the RUSHING fund for the year are as follows:

	 2019	2018
Opening balance	\$ 122,175 \$	_
Revenue	75,000	-
Expenses	(75,000)	-
Management executed transfer	(12,000)	122,175
Ending balance	\$ 110,175 \$	122,175

11. CanPoop Fund

The organization established a fund to support the work of IDE in the areas of water, sanitation and hygiene, at the discretion of the Board.

The transactions of the CanPoop fund for the year are as follows:

		2019	2018
Opening balance Revenue	\$	75,000 -	\$ -
Expenses Management executed transfer	_	(58,729)	75,000
Ending balance	\$	16,271	\$ 75,000

For the year ended December 31, 2019

12. International Programs

In 2019, international programs consisted primarily of:

- a) The development of private extension services, improved access to farm inputs and supporting the introduction of high value crops to smallholder farmers in Cambodia, Nepal, Ethiopia, Ghana and Nicaragua.
- b) The development of a water, sanitation and hygiene marketing program in Ghana.
- c) Emergency cyclone relief and rapid economic recovery program in Mozambique.

Throughout the year, the organization provided funding to IDE entities of \$3,084,045 (\$3,398,188 in 2018). As at December 31, 2019, a receivable of \$16,271 (\$328,158 in 2018) was due to IDE field offices, these amounts are non-interest bearing and have no terms of repayment.

13. Allocation of Expenses

Salaries and benefits totaling \$454,772 (\$451,373 in 2018) have been allocated between the various programs as follows:

	 2019	2018
General and administrative expenses Fundraising Public engagement and education International programs	\$ 85,361 132,476 44,293 192,642	\$ 79,483 125,918 32,233 213,739
	\$ 454,772	\$ 451,373

For the year ended December 31, 2019

14. Related Parties Disclosures

The following table summarizes the organization's related party transactions for the year:

	 2019	2018
General and administrative expenses - Rent and utilities services received from a Director's 100% owned company.	\$ 11,976	\$ 11,310

These transactions are in the normal course of operations, measured at the exchange amount, which is the amount agreed upon by the two parties.

The amounts due (to) from related parties at year end are as follows:

		2019	2018
Due from IDEal - Nicaragua	\$	- \$	77,659
Due to IDE - US Due to IDE - Ethiopia Due to IDE - Ghana	\$	(291,363) (12,819) (111,474)	(89,258) (13,863)
Total	\$	(415,656) \$	(103,121)

IDE - US and IDE - Ethiopia are affiliated not-for-profit organizations with similar purposes, goals and policies. The amounts due to are a result of grant expenses paid by one organization on behalf of the other. There is no security or terms of repayment for these amounts.

iDEal - Nicaragua is an affiliated for profit organization. The amounts due from are advances made to assist with cash flow for the organization. There is no security or terms of repayment for these amounts.

The organization acquired iDEal Technologias y Compania Lta. from iDE Global on March 1, 2018. Subsequent to the purchase of iDEal Technologias y Compania Lta., the organization decided to write down the investment to \$1 due to operating losses by iDEal Technologias y Compania Lta. The write down amount was \$205,792. The organization also wrote off a portion of the current accounts receivable due from iDEal Technologias y Compania Lta. for \$156,945 (\$120,946 in 2018).

For the year ended December 31, 2019

15. Subsequent Event

The global pandemic has disrupted economic activities and supply chains. Although the disruption from the virus is expected to be temporary, given the dynamic nature of these circumstances, the duration of business disruption and the related financial impact cannot be reasonably estimated at this time. The organization's ability to pay for its operating costs depends on its ability to receive grants, donations and cash flows for operations.

16. Financial Instrument Risk

The organization, through its financial assets and liabilities, is exposed to various risks in the normal course of operations. The organization's objective in risk management is to optimize the risk return trade-off, within set limits, by applying integrated risk management and control strategies, policies and procedures throughout the organization's activities. The following analysis provides a measurement of these risks at December 31, 2019.

(a) Credit Risk and Market Risk

Credit risk is the risk that one party to a financial instrument fails to discharge an obligation and causes financial loss to another party. Financial instruments which potentially subject the organization to credit risk consist principally of accounts receivable, loan receivable and project advances. The organization limits its exposure to credit risk and market risk by maintaining a diversified portfolio and by investing in high quality investments.

(b) Foreign Exchange Risk

Foreign exchange 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 organization's maximum exposure to foreign exchange risk is summarized below:

	 2019	2018	
US Dollar Cash Loan receivable	\$ 185,989	\$	194,862 34,084

(c) Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Financial instruments, which potentially subject the organization to interest risk, consist of long-term debt.

There have not been any changes in these risks from the prior year.

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. Non-consolidated Supporting Schedules

For the year ended December 31		2019	2018
Detailed Schedule of Government Grants			
Global Affairs Canada Cambodia Ghana Manitoba Council for International Cooperation	\$	- 2,141,262 123,011	\$ (12,538) 2,489,181 46,571
	\$	2,264,273	\$ 2,523,214
Detailed Schedule of International Program Expenses Cambodia Ethiopia Ghana Ghana - Rushing Honduras International support Mozambique Nepal	\$	50,000 82,939 37,856 1,966,003 - 675,438 7,700 107,164	\$ 176,165 1,922 2,459,993 7,635 433,158
Nicaragua	_	156,945	319,315
	\$	3,084,045	\$ 3,398,188

IDE INTERNATIONAL DEVELOPMENT ENTERPRISES ASSOCIATION INC. GAC Schedules

For the year ended December 31, 2019

Schedule A - Summary Statement of Revenue

		GAC						
	_	Funded		Non-GAC		Activities		Total
Government Revenue Global Affairs Canada NGO/ICD division	\$	2.141.262	\$	_	\$	_	\$	2,141,262
Provincial government (MCIC)	•	-,,	•	123,011	•	-	*	123,011
Private Revenue Canadian matchable		-		1,001,778		-		1,001,778
Interest income		10,204		-		2,843 625		13,047 625
Interest income - Hydrologic Loan Other income		-		-		1,214		1,214
Interest income - GIC	_	-		-		2,250		2,250
Total revenue	\$	2,151,466	\$	1,124,789	\$	6,932	\$	3,283,187
Schedule B - Restricted Funds Receiv	ha	Rut Not Di	shi	irsed by V	aar	End		
Ochicadic D - Nestricted Fullus Necely	cu	Dut 1401 Di	JU	araca by r	cai	LIIG		

Schedule B - Restricted Funds Received But Not Disbursed by Ye	ear E	nd		
Liability and/or fund account(s) (1) deferred revenue Not disbursed by year end (3)			\$	262,823 262,823
Summary of total restricted funds received but not disbursed by year-end:	Pre	vious Year	С	urrent Year
Global Affairs Canada Funds	\$	816,826	\$	262,823
Total restricted funds but not disbursed by year end (4)	\$	816,826	\$	262,823