

OUR MISSION

We preserve and interpret the natural, cultural and geological history of Manuels River through the development of educational, recreational and conservation opportunities.

OUR MANDATE

Conservation

Protecting Manuels River, the local wildlife and the trails we love so much is our number one mission. Let's work together so we can keep enjoying it for generations to come.

Education

No matter how old you are, learning should be fun and exciting. That's why our educational programs are designed for learners of all ages.

Recreation

There's always something going on here! From trail hikes to entertainment and more. Come join us for a workshop or an outdoor adventure.

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FROM THE CHAIR



Dear Members and Supporters,

I'm sure I don't have to remind anyone of the challenges that faced each one of us during 2020 starting with Snowmageddon and continuing with the COVID-19 pandemic that is still with us today. But to quote Sir Winston Churchill, "If you're going through hell, keep going!"

At Manuels River, I am proud to say that our board of directors, Executive Director Janet Rumsey, management, staff, members and supporters "kept going" in 2020. It seemed like every day during this past year we had to meet new challenges and find new ways and means to continue to deliver on the mandate of Manuels River.



It would be easy to just focus on the negative aspects of 2020 as we had to face public health restrictions, reduce staff and shut down many of our programs and services. But as you will read in this 2020 Annual Report, Manuels River experienced many positives as well. Our new Ocean Trail East from Blue Jay Bridge to Worsley Park was finished in the first half of 2020 to rave reviews. Led by Education Manager Madison Acker, we found a new way to deliver our science based and other programming online. Our new Bobber Race 50/50 Online Lottery was a tremendous success and we look forward to it continuing to grow and provide much needed funding for our Centre and Trails. Our pandemic Giv'er on the River turned out to be one of the best ever!

We found new ways to partner with others. We worked with CBS Community Gardens and Avalon Northeast Rotary to establish our new greenhouse and community garden. Rotary partnered with us on our new outdoor theatre Riverside Movies. Our in-house caterer, Frida's/Soul Azteka, helped with our senior's food security projects and prepared meals for the food bank. And the Town of CBS brightened everyone's holiday season with their Christmas Lights display on the Manuels River Trails and Centre property.

Plus, as you will see from our Treasurer's report, we managed to contain expenses and find new revenue sources including COVID-19 related government funding to end the year with a small surplus. That is a tremendous achievement. We plan to build on what we have learned in achieving our relative financial and operational success in 2020 to help us get through the future challenges in 2021 and to position us to bounce back even stronger in 2022.

I want to thank our ED Janet and her hard working and talented group of management and staff, as well as our dedicated volunteers, board and committee members. Thank you to all of you who have continued to do all that you can during these challenging times to help keep Manuels River an essential part of the community's current and future social, recreational, educational, tourism and business life.

Stay safe. I hope to see you at the Centre and on the Trails during 2021!

Don

FROM THE EXECUTIVE DIRECTOR





As we planned for 2020, it wasn't expected to be business as usual. We were adopting a new catering structure; planning our 30Th Annual Bobber Race; and I was excited to lead the whirlwind of activity at Manuels River. Snowmageddon shut us down but we dug ourselves out and got back to business.

Then came an unprecedented global pandemic— COVID-19. This created a unique set of circumstances. We discovered "lockdown", a concept new to us, with measures in March, that resulted in major disruption throughout the economy, especially in the tourism industry. This had a significant impact on the activity in our Centre. The lockdown led to the closure of our Centre; closure of the café, the gift store and the cancellation of all education

and public programs, weddings, private and corporate bookings, and social events.

We discovered "alert levels", which led to varying degrees of being open for business. Once it was safe to move toward reopening, we needed to be strategic in our approach. We developed a two-phase plan for recovery: Phase One – Effective July 6th, the Centre remained closed to the public however we adapted our programs to a virtual format; introduced timed ticketing; private events were held within the public health guidelines; and Frida's Riverside Café transitioned to Frida's Riverside mobile food truck. Phase Two – Effective September 10th, the Centre opened to the public with restricted hours; community and private events were held within public health guidelines; Riverside Gifts opened a new e-commerce site; and Frida's Riverside mobile food truck transitioned back to the café. During our recovery plan we successfully transformed the Annual Bobber Race to an online 5050 Lottery; sought out all possible funding opportunities; started a digital marketing strategy project; and completed Phase 2A of our trail development and achieved a major milestone, connecting the trails to the ocean. We accomplished a lot.

The accomplishment I am proud of during the last year is our strategic approach to our Recovery Plan and our team commitment to ensure we came through 2020 stronger, as a team and as an organization. We were put to the test and we passed. We stayed active. We engaged the community. We adapted our fundraising events. We offered relevant activities and events to help our customers, members, employees, and our community find lasting impressions here. We rose to the unparalleled challenges and we balanced the budget.

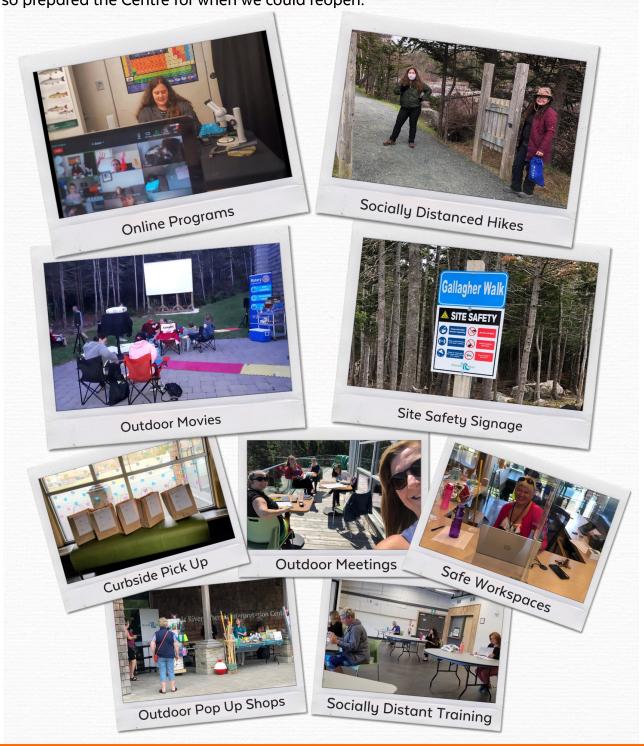
This year, the words 'thank you' just don't seem big enough to express our deep appreciation to members, our volunteers, and the NL community for their support during the COVID-19 pandemic. Thank you seems equally too small a phrase to express the gratitude I have for all my staff and our Board of Directors, who came together in extraordinary ways to respond to the needs of the organization. This past year has reminded us how vital it is to care for each other and that with the help of a caring community, we can overcome the obstacles we face. The impact of this pandemic is still being felt as we start our new fiscal year, however we have experience behind us now. We continue to build our offerings

It is a privilege to serve as the Executive Director for this amazing organization.

and programs as an important source of future stability.

N Life COVID-19

We were open for 67 days in 2020 before the province-wide lockdown was instated. We adapted some of our programs to be delivered online, or to small 'bubbles' in-person. We also prepared the Centre for when we could reopen.



ADMISSIONS RENO

















We moved the admissions desk from inside the gift store, to the main lobby, facing the entrance. We installed sleek safety shields made from laser cut bent acrylic to minimize the visual impact. Visitors now have a clear path to check in and be screened upon entry. This change made the gift store more spacious, allowing for physical distancing. You will also find directional arrows on the floor inside the store. We also removed the ATM.

LAB RENO

The Education team has always shared a space in the Education Lab. We overhauled the lab and workstations to enable more physical distancing; shelving was rearranged and the workstations were reconfigured. These changes led to very well organized supply and lab equipment areas; spacious workstations; separate entrance and exit doors; and a more comfortable workspace for all members of the team.





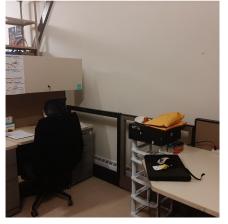












FACILITY RENOS

Over the past year we saw the evidence of wear and tear on the Centre. We had electrical issues to address as well as others. The floors were a major cosmetic issue that we had to address. We had the opportunity to strip and wax them; we are loving the glow. The sinks in the main washrooms needed to be replaced; we are excited to have new counters and sinks installed. The reception hall and discovery room as well as common areas have all been freshly painted.













To support our reopening plan and the associated operational costs, we applied for the provincial **Tourism and Hospitality Support Program**. We are so thankful that we were awarded \$10,000. This fund was used to cover the changes we needed to make so our staff and visitors would feel safe returning to the Centre.

INDOOR MOVIE THEATRE

We rearranged seating in our theatre to allow distance between 'bubbles'.

The added spacing allows for walkers and strollers.









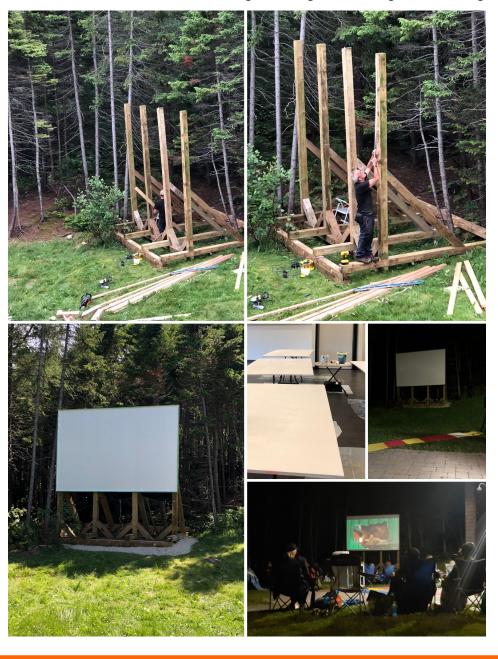




RIVERSIDE MOVIES

The outside movies started as an idea to provide our community with some entertainment when everything was so uncertain. It was a project of figuring out the logistics to ensure it was a feasible undertaking. Once we had license approval with our movie vendors, we made the decision to build our screen. When we do something, we are all in. So what started as a temporary screen turned into a permanent asset. We appreciate our partnership with Rotary for their contribution to the costs and for volunteering at each movie night.

Our bright idea became a reality - Visitors brought a chair or tossed a blanket on the grass to enjoy a riverside movie. Watch for Thursday evening movies again this July and August.



WE ADDED SIGNS

To promote safety on the trails, we posted social distancing signage throughout our trail system and published a "Social Distancing on the Trails" video. This video was posted on our YouTube channel and shared with our followers through all social media platforms.

We also added necessary signage inside at the entrance, in the washrooms, on office doors, and in staff areas. The need to socially distance inside and outside the Centre is very important; we wanted to remind everyone to protect their own bubble.

















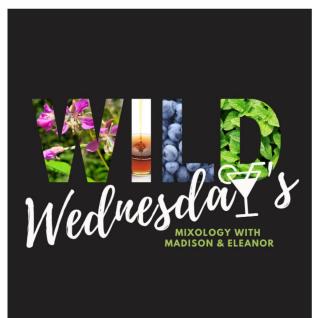
WE WENT DIGITAL!

With the sudden shutdown, we wanted to stay engaged with our members, followers, and community.

To keep our young scientists engaged we created the virtual Discovery Lab with Madison. To engage our community and followers, we hosted virtual Themed Trivia and Bingo Events along with photo scavenger hunts. We also held virtual foraging and mixology events on Wild Wednesdays.

















In spite of the challenges of 2020, we celebrated the completion of Phase 2A of the plan and with this accomplishment came our connection to the ocean! The cumulative total of footsteps captured on the Manuels River Ocean Trails (East

and West) and the lower Canyon Trail /Gallagher Walk was 94 100 from May to August 31st, prior to the official opening of the new Trail. The activity on the trails and the river has changed; we are thrilled to see so many lasting impressions being discovered here.























"The trail is a natural playground for my children. We use the trail several times, every week. We usually walk along a section and my boys enjoy climbing rocks and checking out new areas along the river.

Personally, I use the trail several days a week during summer and fall for running. The trail is well maintained and beautiful for runs. "

THANKS TO EVERYONE WHO SUPPORTED CONNECT THE TRAILS!

Cahill Family Foundation Conor Michael Ford (In Memoriam)

Doug Russell Dr. Jeremy Hall

Elizabeth Young Francis Hayes

Genoa Design Greg Horner

Jillian & Ian Whittle John Berniquez

Krista House Kyle Barbour

Rob Boychuk Ronald & Mary Steele

Scotiabank Yvonne Lewis

Donald & Pat Sword

Eli & Simon Moulton

Fry Family Foundation

Jan & Rick Spracklin

John Smith

Margaret Russell

Scot Croft

COMMUNITY GARDEN

The new community garden and greenhouse at Manuels River was a project that was a result of a huge joint effort - community collaboration at its best!

Having access to a greenhouse and community garden will allow us to enhance our school programs. The garden could also be used for public programs like Young Scientist. We have a lot of ideas around how we can create new programs for all ages thanks to this new addition to our property.

The community garden program is about having community members work the garden and then at harvest time those in the community can come to get the product that's produced. So this will be a partnership with all volunteers.

This project warms our hearts! At Manuels River our success is because we have built incredible teams and partnerships. We are grateful for the support from the Town of CBS, Province of NL, Federal Govt, Hibernia, Rotary and now CBS Community Garden.















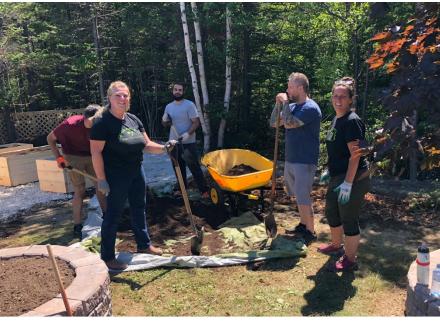


COMMUNITY GARDEN





















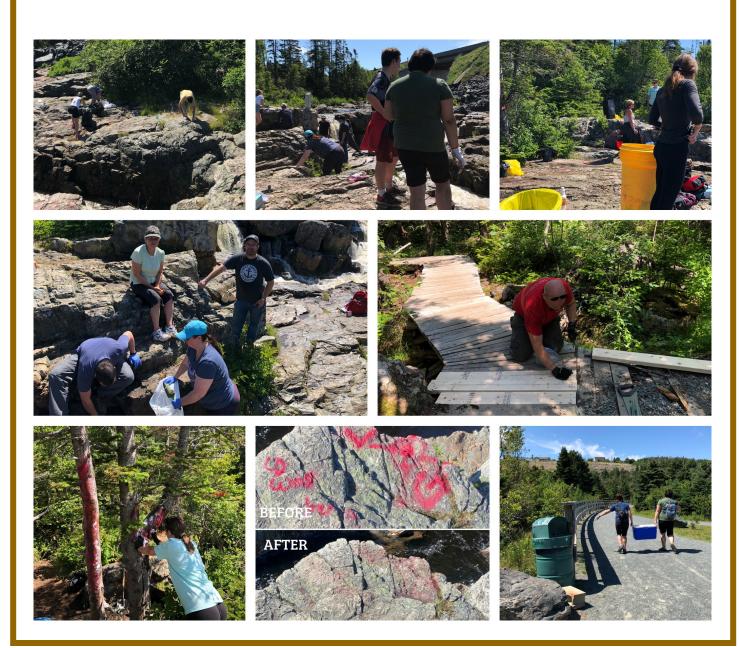




Steering Committee: Rick Spracklin-Rotary, Amada Janes & Julia Bloomquist—Community Garden, Brandon Cooney -Town of CBS, Madison Acker & Janet Rumsey–Manuels River

CANYON CLEAN UP

It was so much work – but we got it done. With over 30 people stepping up you made the morning go fast. We can't tell you how much we appreciated everyone's support, the friendly faces, and their commitment to get it done that day. We appreciated Geoff Norman for taking on the task to repair the boardwalk while we were at the Canyon that morning. Thanks also to our friends with MunHOPE (Health Outreach Promotion Education).



THE GREEN TEAM

The Green Team was working with the CBS Parks Commission on a variety of projects throughout the town during the summer of 2020. We were very fortunate because the Green Team started at Manuels River. They helped tidy and maintain the grounds and gardens, clean up the trails, and prepare the site of the new neighbourhood garden and greenhouse project.























Discovering Manuels River

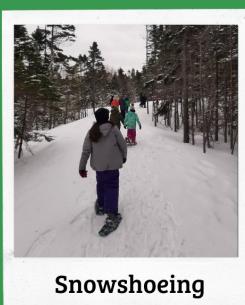






We facilitated over 50 public education programs during 2020!







" We have visited Manuels River several times, lots of fun and learning to be had! "

EDUCATION PROGRAMS

















22 School Groups



28 Curious Minds Programs



2 Science Camps



9 Youth Groups



2 Visiting Groups

PROGRAMS& CAMPS

Babysitting Course Digital Day Camp Discovery Lab Leadership Training Maker Club Snowmageddon Day Camp Trailblazers **Young Scientist**

A Big Thank You to The Sobey Foundation for supporting the Manuels River STEAM Summer Camp Program.

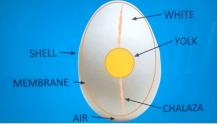
THE SOBEY FOUNDATION

EDUCATION FOR ALL AGES



















UPCYCLING WORKSHOPS

We planned a series of upcycling workshops to show people how to turn old things that might be taking up room around the house into works of art or even into something useful. These programs were made possible by a grant from United Way:





Madison and Janet accepting the cheque from Katie





Needle Felting Foraged Wreaths

Greeting Card Making





STAFF TRAINING

AFP Fundamentals of Fundraising— Janet Rumsey completed this 2-day course in January.

Diversity Training - First Light Friendship Centre (St. John's) facilitated a session that provided an opportunity for us to learn about different Indigenous groups that live in Newfoundland and Labrador and how best to work with or serve Indigenous customers and visitors.

Digital Marketing – We capitalized on our project by having Bill Jackman of Breton Solutions come on site each Tuesday afternoon and all full time staff participated in 2-hour training workshops.

First Aid/CPR - We held a session and certified 6 more staff.

LGBT+ Diversity and Inclusion– Janet Rumsey participated in the Navigating LGBT+ Diversity and Inclusion in the Tourism Industry workshop which was focused on how to make your destination safer and more welcoming to these lucrative and diverse communities.









RAVE REVIEWS!

Manuels River is a great place for a walk outside and a great tour inside of the history of Manuels River.

Great place for everyone to learn about the environment!

This place is hella underrated.

It's an outdoor gym, it's a place to unwind, a great place to go in all seasons!

RECREATION



















Dinner & A Movie
International Dinner

Craft Beer Night

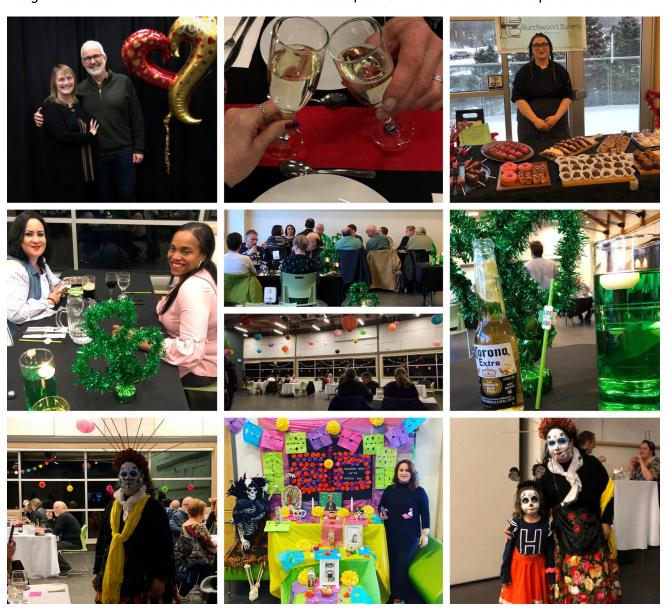
Day of The Dead

The Liar's Bench

Quote The Raven

SEASONAL CELEBRATIONS

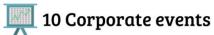
Holiday traditions are an important part to building a strong bond between family and our community. They give us a sense of belonging and a way to express what is important to us. We focus on offering events themed around the holidays because they connect us to our history and help us celebrate generations of family. Holidays allow individuals to celebrate or commemorate a tradition of cultural or religious significance. Teaching people about the holidays of other cultures helps them to see that no matter what differences we all have, we also have many things in common; we all love to celebrate with our loved ones. Social gatherings have been challenging over the past year, however we have made an effort to continue our focus on these occasions and adapt to NLife with COVID –19 through international dinners and events or take out options when it was a safer option for some.

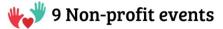


RECREATION STATS



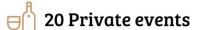








15 Community events



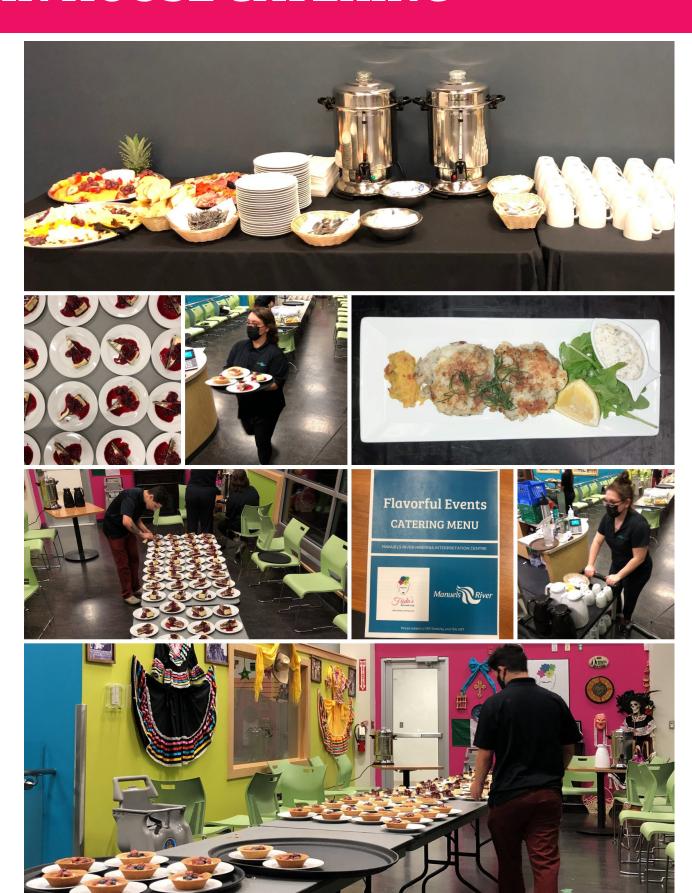
45 in-house events







IN HOUSE CATERING





The gift store did not transition well to an outside version, it was hit and miss. We focused our efforts on setting up our Lightspeed E-commerce platform. The e-commerce store online was live at the end of

September. We were strategic in our investment in new product for the store. We sourced new t-shirts (adults and youth) and adult hoodies plus Town of CBS t-shirts. We focused on really high quality products and we are excited to have them available.

We found a local supplier for masks with fun patterns. We brought in Stomtech Facemasks with our MR logo. These masks have a nano-filter and once they are paired with our fabric lanyards, you are safe and protected. Our primary focus is quality, locally produced products to support our local economy. This year we will be seeking new suppliers to stock our store.

















Soul Azteka Catering Ltd.

Since joining our Centre in January 2020. Frida's faced a number of challenges. Between Snowmageddon during their setup phase and the COVID-19-related shutdown of the Centre on March 16th, Chef Mike Wozney and his family rose to the occasion. Their selection of authentic Mexican cuisine paired with the usual comforts of café options have been welcomed by our visitors and residents of Conception Bay South. They were flexible given these challenges, offering curbside takeout and delivery of family meals, and opening their mobile food truck on the Centre's parking lot to continue to serve customers. They have already ingrained themselves into the fabric of the community, partnering with us to support the CBS/Paradise

Community Food Bank in the spring and then working with us to create Meals Ready to GO! For Seniors in need in December. Their indoor facility reopened and modified to meet requirements of public health guidelines. Frida's Riverside Café has brought new twists and flavours to the local food and beverage market and has been a great fit for us at Manuels River as we transitioned our catering model.



















30th Annual Bebber Race 50/50 Lottery

Public health safety measures impacted the way we do things at Manuels River and forced us to look at things differently. The closure of the Centre due to COVID-19 severely limited our ability to generate revenues. So, we needed to have a successful fundraiser and the only way to accomplish this was to have a lottery that we could sell online and reach many more people than those in our community. We needed to be able to raise money for MR but do so in a socially responsible manner. PLUS, we needed to do this in a big way because we were expecting the Lottery may be the only fundraiser for 2020. It was so much bigger than we expected!

















GIV'ER ON THE RIVER

The **2020 Giv'er on the River** was held on Sunday, October 25th. This year was the 8th and the event had 272 participants. It was the first in-person running event during the pandemic.

The Giv'er on the River is one of the only family-oriented runs in the province, not just Conception Bay South. It is such a feelgood event that brings families together to exercise and enjoy the outdoors on our beautiful trails.





















Unfortunately, our annual food hike did not take place in 2020, however, we protected the weekend in the minds of our regular followers by offering a Food Truck Festival and Community Market. Although the event was a big success, with over 1000 people walking through the Centre and market that day, we were not able to secure as many food trucks as we hoped, to

create a "festival". We ran into difficulty booking food trucks due to many of them being closed for the season. Some who came were disappointed, but the majority were excited to be outside and trying new things. We received a lot of positive feedback.

















We had 22 people in the Centre for our New Year's Eve event and we sold 16 Dinner for Two takeout options. The event was one of few that actually went ahead and the feedback was excellent. I was told by a couple of the people who had takeout that the food was excellent. Those who attended the event took the time to compliment the entire experience; the décor from point of entry, the incredible food (quality and

quantity), the entertainment and the bonus treats of candy wreaths on their individual tables. Several guests shared it was by far the best New Year's Eve event they had attended at Manuels River and made a point of sharing how confident they were in our ability to make everyone feel safe during these times; they had no concerns around protocols and felt we had exceeded their expectations.

















TOURISM



"We did the "Food, Fossils, and Fire" guided hike on a Thursday afternoon.
Our guides were very informative and friendly. The fossil dig was very fun and the bonfire included marshmallows to roast and a magician/story teller. Great outdoor activity for all ages."

TripAdvisor Review August 2020













TOURISM







"A unique & relaxing experience, I honestly wanted to return back onto the trail right after I'm finished. I will definitely miss this once I am back home."

Pawel Strozyk—Visitor from Poland



CAMPFIRE & MAGICAL STORYTELLING FEATURING KEN PARSONS







THIS FREE COMMUNITY EVENT IS PROUDLY SPONSORED BY:

Food First NL has partnered with the Government of Newfoundland and Labrador to establish a COVID-19 Community Food Program Support Fund to provide immediate resources to community food programs in the province. Funding grants were made available for organizations to support community food programs. We applied and offered a program to partner with the CBS/Paradise Community Food Bank to supplement their food offering during this time of uncertainty and need during COVID-19. The foodbank does not provide meats, poultry or fresh made protein food options in their hampers. Our program supplied fresh food prepared and packaged in freezer safe containers. These containers were labeled with ingredients, packaged date, as well as expected number of servings. Chef Wozney prepared homemade food portions that were made with fresh ingredients. We offered an assortment ranging from individual meals to something that a family could share as well as a range of offerings that provided the clients of the food bank a variety of homemade meals.























MEALS READY to GO!

Manuels River Catering



Connections for Seniors

Meals Ready to GO! For Seniors in need is a program we developed with the funds awarded through the Government of Canada's Emergency Community Support Fund. We have partnered with Connections for Seniors in St. John's but services all surrounding areas. We are making individual meals and CFS are delivering them to the seniors in need. The meals are fresh and packaged for distribution. We committed to 170 meals a week for 14 weeks. We have volunteers supporting us to keep the costs down. Although our original funding is spent, we have received donations to keep this program going until mid June. This program supports St. John's Metro, so if you know anyone who could benefit from this program encourage them to reach out to Connections for Seniors.



















COMMUNITY EVENTS

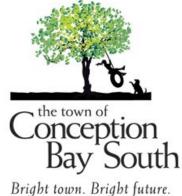


^{*}The Easter Egg Challenge was not held in 2020

COMMUNITY EVENTS



The trail lighting was a big success! From Dec. 16th through Jan. 3rd; the Town's traffic counter captured 25,246 people on just that section of the trails during this period. The public reaction was incredible. We are very thankful for the support of the Town Council and all the work done by the Town staff for this initiative.



OUR TEAM



Management & Staff Photo Credits: Pat Sword & Janet Rumsey



Madison Acker Education Manager



Eleanor Power
Lead Science Interpreter



Justin Smith
Science Interpreter



Behak Rueentan Heritage Researcher



Sarah Au Banquet & Events Manager



Lexie Morey
Catering
Coordinator



In House Events
Coordinator



Jillian Whittle

Executive Assistant



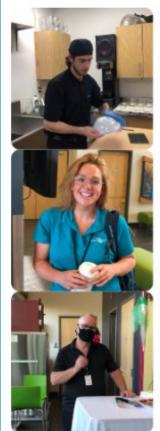
Valerie Mayo Bookkeeper



Eric Clarke
Custodian

OUR TEAM





Education:

Kyle Barbour
April Blackwood
Lauren Butler
Nancy Butler
Kristina LeDrew
Emma Power
Haley Rideout
Erik Sorensen
Sydney White

Operations:

James Keats
Michael Harris
Valerie Mayo
Kaleigh Nugent
Dylan Petten
Paul Rumsey
Angela Smith-Gould



Gillian Davidge
Education Manager
Retired in 2020

Events:

Taylor Barry Morgan Cole-O'Neill **Patrick Denty** Andre Figueroa Nathan Fowler Michelle Hawkins Alicia Legge Diana Lono Travis Mackey **Emily Manning** Haley McGrath Chelsea McLean Lexie Morey Nicholas Noel David O'Dea Natasha Taylor



John Berniquez Accountant Retired in 2020







BOARD OF DIRECTORS



Our volunteer BOD brings together an ensemble of talented individuals with a passion for Manuels River and our community. These Directors give their time and expertise freely to govern the organization and promote our mandate.

CHAIR: Don Sword

Neil Buckler

Andrea Gosse

Michelle Hawco

VICE-CHAIR: Dave Works

ve Works Ryan Lawlor

Shelley Moores

Vince Payne

TREASURER: Doug Russell

SECRETARY: Gail Butler

Jan Spracklin

Elizabeth Young

Jennifer Lake (ex-officio, Town CBS)















Committees of the Board: Finance & Operations, Fund Development, Trails, Bobber Race, Chefs for Trails, and Giv'er on The River.

VOLUNTEERS

are the HEART of Manuels River





































Selfless contributions are the best and greatest assets of our society. Volunteers generously dedicate their time and labor to support so many various things, from ground and trail maintenance to programs and social events. Their worth should be weighed in gold, but that would be very costly!

We appreciate the efforts of our volunteers who make such an impact on our organization's success. It has been a lot of work, but your acts of kindness go a long way and you have done such a good job.

We want to ensure you know how much we appreciate your time and contribution. We are so thankful that you continued to help us out even throughout an unprecedented global pandemic.

"We ourselves feel that what we are doing is just a drop in the ocean. But the ocean would be less because of that missing drop." - Mother Teresa



Our partnership with the Rotary Club of Avalon Northeast is growing stronger every year. Rotary was quick to support our Homemade Meal Top-Up Program and recently we were able to support Rotary with their annual Father's Day Lobster Dinner. Another big project with Rotary and the Community Garden is the addition of a Green House and Community Garden on our property. Rotary also sponsored our outdoor Riverside Movies.

















HOW CAN YOU HELP?



TREASURER'S REPORT





On behalf of the Board of Directors of the Manuels River Natural Heritage Society Inc., I am pleased to present you with the 2020 Audited Financial Statements.

The 2020 fiscal year was once again impacted by the downturn in the local economy and further negatively impacted by the COVID-19 pandemic. As a result, direct revenue created by Centre operations was down over \$200,000. On a positive note, Bobber Revenue was up by \$125,000, a great success story attributable to wonderful collaboration

between volunteers and staff. Also, the Canada Emergency Wage Subsidy amounted to \$110,000, this was a real life saver for us. Overall, I am pleased to report that in spite of every obstacle encountered that we ended the year with a breakeven situation.

I would like to acknowledge the continued support from our key partners including the Town of Conception Bay South, Hibernia Management and Development Company Ltd., the federal and provincial governments, as well as our many donations and pledges from private and corporate supporters. As a result of the COVID-19 pandemic there were a number of federal and provincial subsidies and grants available in 2020 to organizations such as ours for which we are thankful, that our Executive Director Janet Rumsey and her team, to their credit, made themselves keenly aware of and availed of where appropriate.

I would like to acknowledge the dedicated efforts of our management and staff, volunteers, Board of Directors, and committee members, to continue to make Manuels River the continuing success story that it is. In particular in 2020, their efforts in contributing to the success of the Bobber Race Lottery, and Giv'er on the River, is to be applicated.

In conclusion let me once again express our sincere appreciation to all our stakeholders for their continued confidence in and support for our organization. Although undoubtedly 2021 will continue to be a challenge for us, particularly in the first half of the year, I am confident with everyone's support we can get through it unscathed.

Douglas Russell

gh /hm/



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FINANCIAL STATEMENTS
December 31, 2020

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WILLIAM P. COLLINS

CHARTERED PROFESSIONAL ACCOUNTANT

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INDEPENDENT AUDITOR'S REPORT

To: The Board of Directors of:

Manuels River Natural Heritage Society Inc.

Opinion

I have audited the financial statements of Manuels River Natural Heritage Society Inc., which comprise the balance sheet as at December 31, 2020 and the statements of revenue, expenditures and net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, the accompanying financial statements presents fairly, in all material respects, the financial position of Manuels River Natural Heritage Society Inc. as at December 31, 2020 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 of Opinion

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

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 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 these financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to a 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 to do so.

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

Auditor's Responsibilities for the Audit of the Financial Statements.

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my 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, I exercise professional judgement and maintain professional skepticism throughout the audit. I 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 my 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 I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my audit 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 financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

I 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 I identify during my audit.

Paradise, Newfoundland March 19, 2021 William P. Collins

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Chartered Professional Accountant

STATEMENT OF FINANCIAL POSITION December 31, 2020 Page 4

December 31, 2020		
ASSETS	2020	2019
Current assets		
Bank accounts (note 3)	\$ 145,399	
Investments (note 4)	357,583	
Accounts receivable	36,363	
Inventory	30,356	
Prepaid expenses	3,667	
	573,368	767,993
Property and equipment (notes 2 & 5)	6,115,737	6,190,813_
rioperty and equipment (notes 2 et 2)		0,150,015_
Total assets	\$ 6,689,105	\$ 6,958,806
LIABILITIES AND NET ASSETS Current liabilities		
Accounts payable and accrued liabilities	\$ 32,272	\$ 20,334
Current portion of deferred revenue (note 8)	293,250	
Current portion of deferred revenue (note of	325,522	
Long term Deferred contributions related to property & equipment (note 6) Loan Payable - Royal Bank - CEBA (note 7) Deferred revenue (note 8)	6,327,866 30,000 43,600	12 E
Deterred revenue (note o)	6,401,466	
	0,101,100	0,700,100
Total liabilities	6,726,988	6,997,732
Net assets Unrestricted net assets (deficit)	(37,883)	(38,926)
Total liabilities and net assets-	\$.6,689,105	\$ 6,958,806
Approved by:		

The accompanying notes are an integral part of these financial statements

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STATEMENT OF OPERATIONS AND NET ASSETS For the year ended December 31, 2020

		2020		2019
Income (Schedule and note 9)				
Grants	\$	362,770	\$	340,600
Donations		27,265		30,281
Memberships		1,851		2,571
Other income		458,082		487,010
Amortization of deferred contributions		314,530		309,176
		1,164,498		1,169,638
Expenses				
Advertising and promotions		7,442		28,044
Amortization		322,221		309,176
Bad debts		<i>522,22</i> 1		600
Bar supplies		7,895		42,473
Building operating expenses (paid by the Town) (note 9)		110,688		85,100
Business fees, taxes and licences		5,834		4,405
Education supplies		5,138		23,749
Event costs		52,743		36,689
Fundraising costs		121,441		20,217
Gift shop supplies		4,662		26,115
Insurance		1,424		8,776
Interest and bank charges		7,401		9,023
Meeting expenses		173		2,274
Miscellaneous		97		1,011
Non-refundable HST		6,144		560
Office and administration supplies		12,401		21,768
Professional fees		54,761		
				13,876
Repairs and maintenance		18,526		27,848
Salaries and employee benefits		407,515		570,390
Telephone		3,561		2,782
Trails maintenance		12,418		13,515
Training		555		3,575
Travel	_	415	- 1	4,466
	-	1,163,455	19	1,256,432
Excess of income over expenses		1,043		(86,794)
Unrestricted net assets, beginning of the year		(38,926)		47,868
Unrestricted net assets, end of the year	\$	(37,883)	\$	(38,926)

The accompanying notes are an integral part of these financial statements

STATEMENT OF CASH FLOW For the year ended December 31, 2020

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For the year ended December 31, 2020					
	2020	2019			
Cash flows from operating activities					
Excess of revenue over expenditures	\$1,043	(\$86,794)			
Items not requiring an outlay of cash:					
Amortization of property and equipment	322,221	309,176			
	323,264	222,382			
Net changes in working capital balances					
Investments	69,132	212,914			
Accounts receivable	(31,224)	1,895			
Taxes receivable	-	13			
Inventory	(3,381)	(7,567)			
Prepaid expenses	267	(75)			
Accounts payable and accruals	11,938	(28,341)			
Current portion of deferred revenue	76,012	(1,439)			
	122,744	177,400			
Cash provided by operations	446,008	399,782			
Cash flows from grant activities	(164,950)	(208,800)			
Cash flows from financing activities	30,000				
Cash flows from financing activities		21			
Deferred contributions related to property and equipment	(223,744)	272,427			
Cash flows from investing activities					
Purchase of property and equipment	(247,145)	(513,358)			
Increase (decrease) in cash during the year	(159,831)	(49,949)			
Cash, beginning of the year	305,230	355,179			
Cash, end of the year	\$ 145,399 \$	305,230			

The accompanying notes are an integral part of these financial statements

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NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2020

1. Purpose of the Organization

The organization was incorporated on January 17, 1992 without share capital under the laws of Newfoundland and Labrador and received its charitable status on February 23, 2002. The organization is exempt from income taxes under section 149(1) e.

The activities of the Organization are restricted to those in furtherance of the following objects: To protect, enhance and preserve the entire Manuels River system, through wildlife habitat improvement, construction of an interpretation centre, the presentation of various educational programs and the development of a linear park.

2. Significant Accounting Policies

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations. Outlined below are those policies considered particularly significant for the organization.

a. Revenue recognition

The organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which 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.

b. Cash and cash equivalents

Cash and cash equivalents consist of cash on hand and bank balances.

c. Investments

Investments consist of Royal Bank of Canada Guaranteed investment certificates plus accrued interest,

d. Property and equipment

Property and equipment are recorded at cost. Amortization is recorded on the declining-balance basis at rates which will reduce the original cost to the estimated residual value over the useful life of the assets. In the year of acquisition, amortization is provided for at one-half the following rates.

Buildings	4%
Bridges	4%
Parking lot and trails	8%
Furniture and equipment	20%
Signs	20%
Computers	55%

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NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2020

2. Significant Accounting Policies (continued)

e. Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires the organization's management to make estimates and assumptions that affect the amounts reported in the financial statements and related notes to the financial statements. Actual results may differ from these estimates, however, such differences would not be expected to have a material impact on these financial statements.

f. Fair values of Financial Instruments

The organization has evaluated fair values of its financial instruments based on the current interest rate environment, related market values and current pricing of financial instruments with comparable terms. The carrying value of financial instruments is considered to approximate fair value, unless otherwise indicated.

g. Financial Instruments - Financial Risks

The organization is exposed to various risks through its financial instruments as follows:

Liquidity risk

The organization main liquidity risk relates to its accounts payable.

Credit risk

The organizations main credit risk relates to its accounts receivables.

3. Bank Balances		2020	2019
The bank balances consist of the following accounts:			
Royal Bank - Primary checking account Royal Bank - Special project savings account Cash floats	\$	85,432 58,117 1,850	\$ 80,585 222,795 1,850
Total	\$	145,399	\$ 305,230
4. Investments		2020	2019
The investment balance consists of the following accounts:			
RBC - GIC investment Accrued interest to December 31.	\$	355,000 2,583	\$ 420,000 6,715
	_\$	357,583	\$ 426,715

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30,000 \$ -

NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2020

5. Property and Equipment

			100	2020	2019
e			Accumulated	Net Book	Net Book
Asset		Cost	Amortization	Value	Value
Y 2200 1	da .	145.011		t 1.5000	h 147.000
Land	\$	147,033	007 611	\$ 147,033	\$ 147,033
Trails		1,438,030	237,511	1,200,519	1,055,930
Buildings		5,980,003	1,425,874	4,554,129	4,740,384
Bridges		122,806	41,705	81,101	84,480
Parking lot		37,423	14,978	22,445	24,396
Computers		35,010	27,663	7,347	12,931
Furniture and equipment		287,691	210,084	77,607	95,379
Signs	0.	71,967	46,411	25,556	30,280
	\$	8,119,963	\$ 2,004,226	\$ 6,115,737	\$ 6,190,813
rred Contributions Related to Property a	nd Eau	ipment		2020	2019
centre located in the Town of Conception Ba	.,				
Opening balance				\$ 6,551,610	\$ 6,279,183
Additions during the period			:-	90,785	581,603
			ř	6,642,395	6,860,786
Less: amounts amortized to revenue			,	(314,529)	(309,176)
Less: amounts amortized to revenue Closing balance			,	(314,529) \$ 6,327,866	(309,176) \$ 6,551,610

income when received according to Canada Revenue agency guidelines.

Current balance due.

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NOTES TO THE FINANCIAL STATEMENTS For the year ended December 31, 2020

8. Deferred Revenue	2020	2019
Refundable deposits on facility rentals	\$ 6,406	\$ 8,438
Hibernia educational grant (see note below)	252,150	417,350
Canadian Heritage	48,024	-
Meals ready to go	26,000	, (= 15
Breath of fresh air	4,270	
	336,850	425,788
Less: Current portion	(293,250)	(217,238)
Long term	43,600	208,550

Hibernia educational grant

In 2018 Hibernia Management and Development Company Ltd. Provided an education and training grant to Manuels River Natural Heritage Society Inc. in support of the continuation and improvement of STEM education programming at the Manuels River Hiberina Interpretation Centre. This funding will be applied to the education program budgets for 2018 to 2021.

9. Contributions from the Town of Conception Bay South

The Town of Conception Bay South has signed a memorandum of understanding with the organization to hold contracts with, and to make payments on behalf of the organization to assist in the general operations of the facility. Below is a summary of payments made to various suppliers.

		2020		2019
Telephone	\$	3,127	\$	5,172
Garbage collection		3,108		3,114
Snow clearing		32,471		18,771
Hvac maintenance		17,716		4,703
Electricity		27,452		42,549
Pest control		1,345		1,317
Communications		3,129		2,067
Printing		1,345		2,546
Office equipment		6,814		2,912
Elevator maintenance		4,728		4,431
Fire protection/ security services		2,084		1,639
Insurance	60	7,369		-
Less: invoices paid by MRHIC		-		(4,121)
		110,688		85,100
Add: Payments to MRHIC to reimburse for other suppliers paid directly		11,466	10	34,900
	\$	122,154	\$	120,000

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SCHEDULE OF INCOME For the year ended December 31, 2020

		2020	2019
Grants			
Government of Canada	\$ 5	59,369 \$	8,125
Government of Newfoundland & Labrador	1	16,047	3,125
Town of Conception Bay South	12	22,154	120,000
Hibernia Management education grant	10	55,200	209,350
	30	52,770	340,600
Amortization of deferred contributions	3	14,530	309,176
Charitable donations	3	27,265	30,281
Memberships		1,851	2,571
Other income			
Admission revenue		4,276	11,159
Bar sales	1	6,970	118,969
Bobber race	14	6,710	21,406
Catering and other sales	3	31,554	23,552
Education and interpretation		20,332	55,188
Facility rentals	4	11,144	73,768
Chefs for trails		121	17,299
Gift shop sales	1	13,598	39,492
Giv'er on the river		13,525	12,664
Interest		5,491	12,032
Miscellaneous	1	2,783	6,807
Special events	4	11,489	50,573
Wage subsidy general			44,101
Canada Emergency Wage Subsidy	11	0,210	_
	45	8,082	487,010
Total	\$ 1,16	4,498 \$	1,169,638

