



MADE SAFE NL

2024 Annual Report





ANNUAL GENERAL MEETING (AGM) 2024

AGENDA

1. Call to Order – Welcome & Introductions
2. Acceptance of Agenda
3. Presentation of Annual Report
 - a. Acceptance of Annual Report
4. Presentation of the Annual Audited Financial Statements
 - a. Acceptance of Audited Financial Statements
5. Affirmation of Made Safe NL Manufacturing and Processing Safety Sector Council and Fish Processing Subcommittee
6. Adjournment





MADE SAFE NL

Manufacturing & Processing
Safety Sector Council



OUR PARTNERS

MadeSafeNL would not be possible if not for our valued partners, councils/committees, WorkplaceNL, and consortium members for their continued support and collaboration in improving workplace safety across the industry. Their contributions are essential to our shared efforts to enhance safety standards and create safer work environments across Newfoundland and Labrador.

MadeSafeNL Advisory Council

The Manufacturing and Processing Safety Sector Council is dedicated to improving all aspects of occupational health and safety within the manufacturing and processing sectors of Newfoundland and Labrador. The MadeSafeNL program, guided by the council, benefits from the balanced input of both employers and workers, ensuring that the program's initiatives are relevant and effective in meeting industry needs.

Fish Processing Subcommittee

The Fish Processing Subcommittee, with equal representation from both employers and workers, has been established to create action plans tailored to address the unique occupational health and safety challenges faced by the fish processing industry. Through this collaborative approach, the subcommittee works to implement new solutions that improve safety outcomes in this historic sector.



MADE SAFE NL

Manufacturing & Processing
Safety Sector Council



Message from the Chair

Pat Whittle, Vice President – Marine, DF Barnes Ltd.

As Chair of MadeSafeNL, I am proud to present our 2024 Annual Report- a reflection of another year dedicated to fostering safer, healthier workplaces across Newfoundland and Labrador's manufacturing and processing sectors.

This past year, we've continued to build on our strong foundation by deepening our impact through expanded training programs, diagnostic assessments, and meaningful industry partnerships. Our commitment to proactive safety culture is stronger than ever, and our work is making a tangible difference, evident in growing participation, improved outcomes, and increased awareness across the province.

I am especially proud of the collaborative work done through our Council and Fish Processing Subcommittee. Their insights and leadership have shaped critical initiatives that address both long-standing and emerging challenges in occupational health and safety.

Thank you to our industry partners, staff, and stakeholders for your continued support and engagement. Together, we are building a culture of safety that protects workers, supports employers, and strengthens our industry as a whole.

Sincerely,

Pat Whittle

Chair, Made Safe NL

Vice President – Marine, DF Barnes Ltd.



Message from Executive Director

David Haire, Vice President – CME NL / Executive Director
MadeSafeNL

2024 was a productive year for Made Safe NL. As we entered our fifth year of operation, we did so with greater clarity, momentum, and a sharpened focus on empowering workplaces through education, diagnostics, and collaborative problem-solving.

This year, we introduced several new training modules tailored to evolving industry needs, expanded our reach through digital platforms, and continued to support employers with hands-on coaching and mentorship. Our diagnostic program has become a core pillar of our services, offering organizations a clear roadmap for continuous improvement in occupational health and safety.

Behind the scenes, we worked diligently to strengthen our governance and operational systems, ensuring that Made Safe NL remains responsive, efficient, and sustainable for years to come. Our collaborations with national safety partners and other provincial safety councils also brought fresh perspectives and practical tools to our local industry.

To our staff, council members, industry partners, and community: thank you. Your commitment fuels our purpose and inspires the work we do each day.

Here's to another year of progress, safety, and shared success.

Warm regards,

David Haire

Executive Director, Made Safe NL



MADE SAFE NL – WHO WE ARE

The Manufacturing & Processing Safety Sector Council (MadeSafeNL) is committed to improving occupational health & safety and early & safe return to work practices within Newfoundland and Labrador's manufacturing and processing sectors.

Using a collaborative approach, we engage both employers and workers to advance safety practices, promote worker well-being, and foster a culture of safety across industry.

MadeSafeNL's mission is to enhance safety culture through education, professional training, and return-to-work program support. We aim to create safe, productive work environments by providing valuable resources, promoting best practices, and supporting organizations with expert guidance and tailored solutions.

Our vision is to be recognized as the leading safety organization for the manufacturing and processing industries in the province, demonstrating measurable improvements in health, safety, and return-to-work practices.

Work Safe. Home Safe. Every Day.





MADE SAFE NL - MANUFACTURING & PROCESSING SAFETY SECTOR

COUNCIL MEMBERS

The Council is a collaborative body composed of industry members who work together to promote safety standards and support the creation of safer workplaces across the sector. By bringing together diverse perspectives from both employers and workers, the Council plays a crucial role in MadeSafeNL's course of action.

MadeSafeNL Advisory Council 2024

Committee Member	Organization
Gary Williams	Browning Harvey
Lain Todd	Molson Coors Canada
Pat Whittle	DF Barnes
Renae Butler	Association of Seafood Producers
VACENT	VACENT
Perry Feltham	United Steelworkers Local 9316
Sharon Walsh	Unifor
Joey Warford	FFAW
Allan Molton	FFAW
Frank Pittman	NAPE

Ex-Officio

David Lacey	WPNL
Nancy Wilson	OHS Division
David Haire	CME NL
Corinna Tracey	MadeSafeNL
Mark Bailey	MadeSafeNL
Travis Perry	NL Federation of Labour
Andrew Pike	Board of Trade





SUBCOMMITTEE MEMBERS

The Fish Processing Subcommittee allows for more focused collaboration, ensuring that stakeholders have a direct influence on key discussions and the direction of our initiatives.

MadeSafeNL Fish Processing Sub-Committee 2024

Committee Member	Organization
Allan Molton	FFAW
Doretta Strickland	FFAW-UNIFOR
Kim Rose (DMC)	Ocean Choice International
Marie Trimm	Clearwater
Renae Butler	Association of Seafood Producers
Sheila Howell	FFAW/Beothic Fishery
<i>Ex-Officio</i>	
David Haire	CME NL
Corinna Tracey	MadeSafeNL
Mark Bailey	MadeSafeNL
Travis Perry	NL Federation of Labour
Andrew Pike	Board of Trade





MADE SAFE NL

Manufacturing & Processing
Safety Sector Council



MADE SAFE NL CONSORTIUM

The Made Safe NL Consortium serves as a collaborative, member-led forum focused on shared learning and practical problem-solving. Operating in a less formal structure, it brings together industry peers in a supportive, enterprise-to-enterprise setting to identify and address workplace health and safety challenges.

Consortium activities are shaped by members and designed to promote knowledge-sharing and continuous improvement across the sector. Typical initiatives include:

- Sharing best practices, lessons learned, and helpful resources such as reports, toolkits, and recommended reading
- Brainstorming sessions to support members in tackling specific safety issues
- Facility tours and safety walks to observe and discuss safety practices in real-world settings
- Hosting webinars, podcasts, and e-learning sessions
- Organizing interactive workshops and industry conferences
- Featuring guest speakers and subject matter experts

OUR MISSION

Made Safe NL enhances the safety culture within the manufacturing and processing industry by providing health and safety education, raising awareness, delivering professional safety training, offering return-to-work program advice, and engaging workers in advancing occupational health and safety. These efforts are aimed at creating safe and productive work environments.



2024 ACCOMPLISHMENTS

In 2024, Made Safe NL advanced its mission to support safer workplaces across Newfoundland and Labrador's manufacturing and processing sectors. From expanding programming to deepening strategic partnerships, the year was marked by meaningful progress, tangible results, and a strong foundation for what lies ahead.

A major milestone was the development and rollout of five new Occupational Health and Safety (OHS) program modules: Muscular Skeletal Injuries, Occupational Health and Industrial Hygiene, Fall Protection, Violence and Harassment, and Records and Statistics—bringing our total offering to 15 core modules. These were developed in direct response to updated provincial requirements and employer needs.

Over 465 individuals participated in training across the year, spanning frontline workers, supervisors, and post-secondary students. Stakeholder engagement remained strong through Council, Subcommittee, and Consortium meetings, which helped shape and guide programming priorities.

Communications and marketing efforts expanded, including targeted digital outreach, an active presence at the October WorkplaceNL Symposium, and sponsorship visibility at the NIOSHA Conference. These efforts helped us reach new audiences while reinforcing our identity as a trusted safety leader.

OUR VISION

Made Safe NL will analyze, create, and deploy innovative health and safety system solutions for the sector that include diagnostic analysis, roadmaps/plans, awareness/education/training, audits/inspections, safety consortium and boots-on-the-ground improvements addressing corrective/preventive/continuous improvement actions.



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Manufacturing & Processing
Safety Sector Council



TRAINING AND EDUCATION

Made Safe NL's training and education services were purposefully designed to respond to real workplace challenges in 2024. With the introduction of the five new OHS modules, programming became more comprehensive and directly aligned with new regulatory expectations.

These offerings were delivered in a variety of formats, virtual, in-person, and through partnerships with institutions like Academy Canada, making education more accessible than ever. Whether supporting industry veterans or students preparing to enter the workforce, Made Safe NL emphasized practical knowledge, preventative thinking, and a culture of continuous learning.

The most requested topics in 2024 included Hazard Recognition and Evaluation, Incident Reporting, Safe Work Practices, and Safety Culture. Sessions were guided by diagnostics and real-time feedback, allowing the team to tailor training to meet the specific needs of each audience. The result was programming that was not only informative but also impactful.

MEMBER/CLIENTS

Any organization involved in the manufacturing and processing of materials within the Province of Newfoundland and Labrador are considered members. Likewise, any employer or labour group who would like to avail of the services of The Manufacturing & Processing Safety Sector Council are welcome.



GOVERNANCE, OPERATIONAL AND ADMINISTRATIVE EFFECTIVENESS

In 2024, Made Safe NL demonstrated a strong commitment to effective governance and operational excellence. The organization executed its annual plan with clarity and purpose, focusing on responsive programming and building alignment across councils, committees, and industry partners.

The MSNL Council, subcommittees, and Consortium played an active role in informing decisions, helping to shape training content and identify sector priorities. This collaboration ensured that Made Safe NL's work remained grounded in industry realities.

Strategic partnerships added momentum. Collaborations with WorkplaceNL and the other provincial safety sector councils supported knowledge-sharing and alignment on provincial safety standards. Post-secondary outreach continued through Academy Canada, where Made Safe NL provided hands-on awareness sessions for students in various trades and safety programs.

Performance tracking was another area of focus. Participation numbers, module uptake, and communication reach were all monitored closely, allowing for short term adjustments and long-term planning. Combined with consistent outreach and transparent communication, this approach helped maintain stakeholder trust and support.

MADESAFE NL SAFETY DIAGNOSTIC

The Made Safe NL Safety Diagnostic is a practical engagement tool designed to give organizations a clear, objective snapshot of their current health and safety program at a specific site. Acting as a set of 'fresh eyes,' it helps identify strengths, pinpoint areas for improvement, and uncover opportunities to enhance safety practices. The diagnostic lays the groundwork for a tailored implementation strategy, providing a clear roadmap to integrate stronger safety principles throughout the organization. With support and mentorship from MadeSafeNL staff, employers can use the results to build more effective, compliant, and sustainable safety programs.



COLLABORATIONS

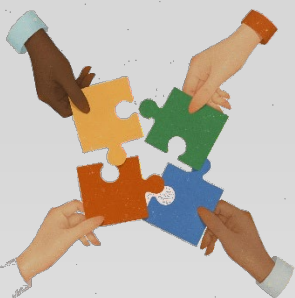
Collaboration remained central to Made Safe NL's success in 2024. Whether working alongside regulatory bodies, academic institutions, or employers across the province, partnerships helped amplify the impact of safety initiatives and ensure alignment with evolving needs.

One of the year's highlights was Made Safe NL's role at the October WorkplaceNL Symposium, where the team co-led panel discussions on Hazard Recognition and Safety Culture. These sessions brought together voices from across the industry and provided a platform for sharing best practices.

Ongoing engagement with safety sector councils, including collaborative development of the new OHS modules, helped create a unified and responsive approach to safety education. Meanwhile, the Made Safe NL Consortium continued to serve as a vital hub for peer learning and discussion.

Targeted support was also extended to the Top 50 Employers identified by WorkplaceNL. By offering personalized mentorship and training opportunities, Made Safe NL helped high-risk employers strengthen their safety performance and meet PRIME program requirements.

These efforts underscored the organization's role not just as a training provider, but as a trusted partner in building a resilient safety culture across Newfoundland and Labrador.





COMMUNICATIONS AND MARKETING

In 2024, Made Safe NL raised its profile through coordinated, strategic communications. From targeted digital campaigns to in-person events, the organization worked to ensure that critical safety messaging reached the right audiences at the right time.

The launch of the five new OHS modules was supported by clear, consistent outreach across platforms. Social media channels saw increased activity and engagement, particularly LinkedIn and Facebook, where original content and event promotions reached thousands of users. In Q4 alone, social posts generated over 2,800 organic impressions.

The "Manufactured Right Here" newsletter continued to be a key communication tool, delivering tailored updates and training announcements to a growing subscriber base. Strategic visibility efforts, such as achieving platinum sponsorship at the NIOSHA Conference, further strengthened the organization's presence within the safety community.

Beyond promotions, communications served a deeper purpose: connecting employers, workers, and safety professionals with tools, resources, and learning opportunities that could directly support safer workplaces.





LOOKING AHEAD

As we move through 2024, MadeSafeNL is focused on expanding our reach, refining our tools, and strengthening our role as a trusted safety partner for the manufacturing and processing sectors. Rather than resting on last year's progress, we're pushing forward, with renewed energy and a commitment to delivering practical, high-impact solutions that meet the real needs of industry.

This year, we're sharpening our focus on tailored safety solutions with an updated diagnostic tool that reflects the most current industry standards and practices. This enhanced approach allows us to deliver more targeted, meaningful guidance, rooted in the specific realities of each workplace. At the same time, we're expanding participation in our consortium network, fostering greater opportunities for shared learning, collaboration, and peer-to-peer support across the sector.

We're actively exploring new funding models and operational efficiencies, drawing inspiration from our counterparts in Manitoba to enhance how we deliver services and support. With that in mind, 2025 will see the launch of new safety campaigns, a fresh wave of employer engagement, and increased visibility of MadeSafeNL across the province.

Ultimately, our goal remains the same: to help build safer, stronger, and more resilient workplaces, where safety isn't just a priority, but a deeply embedded part of how things get done.





ACKNOWLEDGMENTS

Our achievements in 2024 are the result of a shared commitment to safety, and we're grateful to all who played a part. The contributions of our members, partners, and stakeholders were instrumental in helping us move the needle on workplace health and safety across Newfoundland and Labrador's manufacturing and processing sectors.

We thank the employers, industry leaders, and safety professionals who brought their knowledge, energy, and dedication to the table. Your collaboration helped shape practical solutions and drive real progress.

We also recognize the critical support of WorkplaceNL, our fellow Safety Sector Councils, and our preferred vendors. Your partnership continues to add value to the programs and initiatives we deliver.

To our Consortium and Committee members, your insights and steady engagement were key to this year's success, and we're fortunate to have your voices at the table.

And of course, we extend a heartfelt thank-you to the MadeSafeNL team. Your commitment and professionalism are at the core of everything we do. Together, we're creating safer, stronger workplaces, and we're excited for what comes next.





CONCLUSION

2024 was a year of progress and purpose. With the successful execution of our annual plan, the rollout of five new OHS modules, and a renewed focus on training, education, and collaboration, Made Safe NL helped build momentum toward a stronger, safer future for workers and employers alike.

Backed by data, guided by partnerships, and driven by real-world impact, we look ahead with confidence. The work continues, but so does our commitment. Together with our partners and stakeholders, we're ready to take the next step toward safer, more resilient workplaces across Newfoundland and Labrador.





MADE SAFE NL
Manufacturing & Processing
Safety Sector Council



AUDITED FINANCIAL STATEMENTS

APRIL 1, 2023, TO MARCH 21, 2024

Financials statement currently with auditor and will be posted when they become available.

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)**

**Manufacturing and Processing Safety Sector Council
Program**

**Financial Statements
For the year ended December 31, 2024**

**Alliance of Manufacturers &
Exporters Canada
(o/a Canadian Manufacturers &
Exporters)**

**Manufacturing and Processing
Safety Sector Council Program**

**Financial Statements
For the year ended December 31, 2024**

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Independent Auditor's Report

To Directors of the Alliance of Manufacturers & Exporters Canada

Opinion

We have audited the financial statements of the Manufacturing and Processing Safety Sector Council Program of the Alliance of Manufacturers & Exporters Canada (operating as Canadian Manufacturers & Exporters) (the "Program"), which comprise the balance sheet as at December 31, 2024 and the statements of operations and changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the balance sheet of the Program as at December 31, 2024, and its results of operations and its cash flows for the year then ended in accordance with the basis of accounting described in Note 1(b) of the financial statements.

Basis for Opinion

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

Emphasis of Matter - Basis of Accounting

We draw attention to Note 1(b) of the financial statements, which describes the basis of accounting. The financial statements are prepared to assist management of the Alliance of Manufacturers & Exporters Canada to comply with the financial reporting requirements in subsection 4.2 of the Manufacturing and Processing Safety Sector Council Program Funding Agreement with The Workplace Health, Safety And Compensation Commission (operating as WorkplaceNL) dated June 24, 2020. As a result, the financial statements may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

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 the basis of accounting described in Note 1(b) of the financial statements; this includes determining that the applicable financial reporting framework is acceptable for the preparation of the financial statements in the circumstances, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Program'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 Program or to cease operations, or has no realistic alternative but to do so.

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



Independent Auditor's Report - (Continued)

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Program'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 Program'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 Program to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Toronto, Ontario
April 29, 2025

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)
Manufacturing and Processing Safety Sector Council Program
Balance Sheet**

December 31	2024	2023
Assets		
Current		
Cash	\$ -	\$ 7,949
Accounts receivable	121,758	70,311
	<u>\$ 121,758</u>	<u>\$ 78,260</u>
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities (Note 2)	\$ 121,758	\$ 20,612
Deferred revenue	-	57,648
	<u>121,758</u>	<u>78,260</u>
Net assets	<u>-</u>	<u>-</u>
	<u>\$ 121,758</u>	<u>\$ 78,260</u>

The accompanying notes are an integral part of these financial statements.

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)
Manufacturing and Processing Safety Sector Council Program
Statement of Operations and Changes in Net Assets**

For the year ended December 31	2024	2023
Revenue		
Government funding	\$ 299,750	\$ 372,200
Registration	17,246	15,979
	<u>316,996</u>	<u>388,179</u>
Expenses		
Salaries	169,469	186,888
Staff support	53,758	59,344
Rent, property tax, insurance	18,970	17,270
Professional fees and memberships	17,937	21,718
Program development	12,865	41,083
Accounting and legal fees	12,463	15,003
Advertising and promotion	10,829	4,186
Travel and accommodation	7,669	22,746
Technology and website	7,441	6,453
Meals and entertainment	2,614	4,330
Bank charges	1,329	815
Office supplies	1,174	7,414
Telephone	478	929
	<u>316,996</u>	<u>388,179</u>
Excess of revenue over expenses for the year and net assets, end of year	\$ -	\$ -

The accompanying notes are an integral part of these financial statements.

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)
Manufacturing and Processing Safety Sector Council Program
Statement of Cash Flows**

For the year ended December 31	2024	2023
Cash was provided by (used in)		
Operating activities		
Excess of revenue over expenses for the year and net assets	\$ -	\$ -
Adjustments to reconcile excess of revenue over expenses to net cash provided by operating activities		
Changes in non-cash working capital balances		
Accounts receivable	(51,447)	(70,311)
Accounts payable and accrued liabilities	101,146	840
Deferred revenue	(57,648)	(14,146)
Decrease in cash during the year	(7,949)	(83,617)
Cash, beginning of year	7,949	91,566
Cash, end of year	\$ -	\$ 7,949

The accompanying notes are an integral part of these financial statements.

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)
Manufacturing and Processing Safety Sector Council Program
Notes to Financial Statements**

December 31, 2024

1. Significant Accounting Policies

(a) Nature and Purpose of Organization and Program

The Alliance of Manufacturers & Exporters Canada (operating as Canadian Manufacturers & Exporters) (the "Organization") is a national industry organization representing manufacturers and exporters and providing advocacy and a wide range of services to its members.

The Organization is a not-for-profit organization under the Income Tax Act (Canada) and, as such, is exempt from income taxes.

Commencing December 1, 2019, the Organization established the Manufacturing and Processing Safety Sector Council Program (the "Program") for the purpose of educating employers and improving the health and safety of workers in related industry workplaces within Newfoundland. A portion of the funding for the Program is provided by the Workplace Health, Safety and Compensation Commission (operating as WorkplaceNL), and is governed by the Manufacturing and Processing Safety Sector Council Program Funding Agreement (the "Agreement"). Upon termination or expiry of the Agreement, the Program must return any remaining unused funds.

(b) Basis of Presentation and Accounting

These financial statements present the balance sheet and results of operations and cash flows of the Manufacturing and Processing Safety Sector Council Program and do not include any other assets, liabilities, revenues or expenses of the Organization or its other programs.

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO") to assist management of the Alliance of Manufacturers & Exporters Canada to comply with the financial reporting requirements in subsection 4.2 of the Manufacturing and Processing Safety Sector Council Program Funding Agreement with the Workplace Health, Safety and Compensation Commission (operating as WorkplaceNL) dated June 24, 2020.

(c) Financial Instruments

Unless otherwise noted, the Program measures its financial assets and liabilities initially at fair value and subsequently measures its financial assets and liabilities at amortized cost.

**Alliance of Manufacturers & Exporters Canada
(o/a Canadian Manufacturers & Exporters)
Manufacturing and Processing Safety Sector Council Program
Notes to Financial Statements**

December 31, 2024

1. Significant Accounting Policies - (Continued)

(d) Revenue Recognition

The Program follows the deferral method of accounting for its contributions revenue. Funding revenue restricted for specified purposes are recognized as revenue in the year in which the related expenses are incurred or over the relevant period, based on the term of the agreements. 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.

(e) Expense Allocation

The Organization engages in a number of Divisional and National programs. The costs of each program include the salaries, supplies, transportation and other expenses that are directly related to providing the program. The Organization also incurs a number of general and administrative support expenses that are common to the administration of the Organization and each of its programs, including the Program.

The allocation of salary and benefits and general and administration expenses in the amount of \$53,758 (2023 - \$59,344) are based upon additional work that was required to have the Program operational.

2. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities include \$108,059 (2023 - \$Nil) due to the Organization. The amount is unsecured, non-interest bearing and due on demand.