



2023 Annual Report

20 Holly Street #200 Toronto ON Canada

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Board of Directors 2022-23

Dr. Mark Fontes, ND

Chair

Toronto, ON

Dr. Jatish Kaler, ND

Vice-Chair

Calgary, AB

Dr. Chris Ford, ND

Treasurer 2022

Kimberley, BC

Dr. Mitchell Zeifman, ND

Secretary 2022. Treasurer 2023

Toronto, ON

Dr. Robyn Prescott, ND

Secretary 2023

Kamloops, BC

Dr. Ann Grimwood, ND

Vancouver, BC

Dr. Adrianna Hanson, ND

Calgary, AB

Dr. Tara Lantz, ND

Halifax, NS

Dr. Valerie Penton – Power, ND

Gander, NFLD

Dr. Renée Purdy, ND

Moncton, NB

Report from the Chair

By: Dr. Mark Fontes, ND

On behalf of the CAND Board of Directors and staff, I am pleased to provide our membership with a summary of the work we did on behalf of the profession in 2022 and our plans going forward. It has been an honour to be on the CAND board for the past nine years, with the last three as Chair. I would once again like to thank all past board members of the CAND, as you have helped lay the solid foundation we continue to build on today.

Your current CAND Board of Directors consists of naturopathic doctors from across Canada - British Columbia, Alberta, Ontario, New Brunswick and Nova Scotia. At the AGM last year, Board Directors Dr. Jatish Kaler, ND, Dr. Tara Lantz, ND, Dr. Renée Purdy, ND and Dr. Mitchell Zeifman, ND were re-elected for continuing terms and Dr. Valerie Penton –Power, ND was elected to her first term on the Board. I would also like to thank Dr. Adrianna Hanson, ND for her time and work on the CAND board. Last year, Dr. Hanson, ND stepped down from the Board to focus on running her families business.

This is my last AGM as a member of the CAND board and as your Chair. Being on the board has been an incredible experience that has provided me with a much greater understanding and appreciation of our profession. When I first joined the CAND board in 2014, a lot of work was being done by the Board and staff to clarify the mandate of the CAND, *who* it serves and *how*, as the national association, we can provide the best possible results for our ‘customers’. This led to the formation of the CAND core customer groups, each of which is led by a CAND Board Director - Naturopathic Doctor Membership, Student Membership, Government Relations, Insurance Companies and Corporate Partners. These core customers continue to be the focus of the CAND guiding the work the CAND does on behalf of its members.

At today’s meeting, there are two current board members standing for re-election and we will be electing one new Board Director to fill a Board vacancy. The CAND is committed to diverse representation on its Board and I encourage those of you interested in being a part of the positive change and forward movement of the profession to consider applying to join the CAND board or, your Provincial/Territorial association board when positions become available.

I am pleased to report that the CAND membership numbers stayed strong in 2022 with 2255 members. The CAND also remains in a healthy financial position, as we will present at the AGM. For professional membership revenues as well as corporate partner revenues, we met or exceeded our 2022 budget projections while reducing our overall expenses.

While 2021 was a year of transition for the CAND board as we came out from the COVID 19 pandemic, 2022 was a year of refocusing our attention on the priorities identified in previous years.

On March 1, 2022, we were pleased to announce that Naturopathic Doctors in the Northwest Territories are the first profession to be regulated under the Health and Social Services Professions Act (HSSA). The Northwest Territories is the first Territory to regulated Naturopathic Doctors. This follows 11 years of advocacy championed by Dr. Nicole Redvers, ND and Dr. Kyla Wright, ND

supported by the governments Naturopathic Profession Regulation Advisory Committee and the Canadian Association of Naturopathic Doctors.

With our ND membership, we recognize the importance of consistent messaging and highlighting work the CAND is doing to improve the recognition of naturopathic medicine on a national level and with the federal government. Details of our work at the federal level have been outlined in the Government Relations report and will be presented during the AGM. In addition to this important work, the focus of the past year has been to continue improving the CAND website, engaging with the insurance industry on coverage of naturopathic services, working on the membership survey with Head Research recently emailed to members, supporting the work of Naturopathic Medicine Week and continued discussions on strategies to improve member engagement.

With our student membership portfolio, we continue to strategize on how we can best engage with students and encourage them to be members with the CAND. Their voices are important, as they are the future of the profession. As a profession, we have a stronger voice with more members. In 2022 we continued to focus on increasing student awareness of the work done by the CAND and our engagement with the federal government in addition to working on increasing CAND student membership numbers at the CCONM Toronto and Boucher campuses.

The CAND continues to benefit from the support of all our Corporate Partners. Their ongoing commitment to the CAND and the naturopathic profession is greatly appreciated.

Naturopathic Medicine Week is our opportunity to spread the news about naturopathic doctors, how they help their patients and the benefits of naturopathic medicine. NMW 2022 was a great success with content reaching over 495,000 Canadians with over 1 million impressions. The average engagement rate across all social media platforms was 27.2%. The bulk of the impressions came from the largest audience, prospective patients. NMW was listed on Health Canada's calendar of health related events and Colin Carrie, Conservative MP for Oshawa rose in the House of Commons to announce NMW and to acknowledge the incredible work done by Canada's naturopathic doctors. The hashtag NatMedWeek22 was the most widely used hashtag across all platforms while #BetterHealthTogether was popular among NDs and ND Associations. NMW 2022 achieved a 4,000 – 5,000% growth year over year in social media engagement across all platforms. We thank all of you who participated and helped to amplify the content for 2022. I would like to give a special thank you to CAND board member Dr. Renée Purdy, ND who chairs our NMW committee and to all the Association representatives on the Committee for their work in making NMW a success.

The CAND Journal (CANDJ) continues to provide excellent and high quality articles that serve to educate naturopathic doctors and integrative health professionals in Canada and globally on evidence-informed care and the art of naturopathic best practices. To date it has over 3,000 readers from around the globe. The CANDJ is free for all CAND members.

Another one of our core customer groups are insurance companies. The CAND continues to be recognized as the “go to” organization for information on the education and training of naturopathic doctors, regularly contacted to verify credentials and Scope of Practice. The CAND attended the annual Canada Life and Health Insurance conference in Windsor in 2022. While attendance was down it still afforded the opportunity for the CAND to educate the delegates and

answer their questions about naturopathic medicine and naturopathic doctors. The insurance industry is committed to ensuring coverage for the services provided by our members.

As your national association, we acknowledge the important work being done by all the provincial and territorial associations across Canada. It is an honour to work with you, as well as colleagues in the U.S., and, via the World Naturopathic Federation (WNF) elsewhere in the world. I would like to thank all naturopathic stakeholders: the Provincial/Territorial Associations, the Canadian School, the other accredited naturopathic programs and affiliate organizations – AANP, CNME, NABNE/NPLEX, WNF and the AANMC for their work on behalf of our profession. The CAND looks forward to continuing our work together.

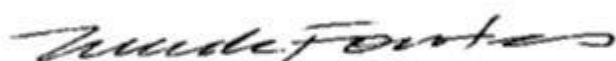
The board also shared some important news with you on June 1st. After 21 years our Executive Director, Shawn O'Reilly, will be stepping down from her position as of September 1, 2023. Shawn has been an invaluable supporter and advocate for the naturopathic profession and Naturopathic Doctors since she started with the CAND in July 2002. Over the past 21 years, Shawn has worked with many Naturopathic Doctors on the CAND board and with Naturopathic Doctors and stakeholders across Canada, the United States and internationally advancing the naturopathic profession and in Canada, ensuring effective advocacy with the federal government.

Under her guidance and expertise, the CAND has supported the profession with many achievements. This has included working with Naturopathic Doctors on a number of federal government initiatives: NHP regulations, the GST/HST exemption on naturopathic services, Lyme disease, the opioid crisis, Veterans Affairs Canada, Indigenous Services, Canada's new Food Guide, and PHAC COVID 19 meetings; the National Awareness campaign and Better Health Together campaign; aiding in moving the CAND Journal online as an indexed, peer reviewed publication; supporting provincial and territorial associations; working with insurance companies to ensure adequate coverage for naturopathic medicine, and, many more. Through this work, Shawn has established the CAND as a strong voice for the naturopathic profession and a key stakeholder with the federal government. On behalf of all our members, thank you Shawn for all that you have done for our profession and we wish you the very best in your future endeavours.

Lastly, and most importantly, on behalf of the CAND and our Board of Directors, thank you to all of our members. It is your dedication to the CAND that allows the CAND Board of Directors and staff to work on your behalf, and advocate for the profession. As I step down from my role as Chair after this AGM, I know the CAND is in very good hands with committed Naturopathic Doctors on the Board and I look forward to hearing about future accomplishments.

The CAND Board of Directors looks forward to continuing to support you, improve awareness of naturopathic medicine and represent the profession at the national level.

Thank you.



Dr. Mark Fontes, ND
Chair, Canadian Association of Naturopathic Doctors

Annual General Meeting 2022 Minutes

Saturday, June 18, 2022

Webcast

12:00 pm (Eastern)

Meeting Minutes

Prepared by Executive Director Shawn O'Reilly

Jason Ahlan	Garrett Bramall	Kieran Cooley
Durrani Aisha	Patricia Brand	Erin Crossman
Janelle Albas	Jasmine Bray-Mak	Chelsea Dakers
Riley Anderson	Mason Bresett	Corinne Dalen
Sanam Arora	Stephanie Bristow	Kathy Dang
Assenza Assenza	Lawrence Brkich	Brian Davies
Elyse Aucoin	Randi Brown	Joanne Dawe
Liza Austin	Mikaila Brown	Gurinder Dayal
Balwinder Badhan	Ludovic Brunel	Michelle Decker
Curtis Baker	Terri Bugg	Khushvir Dhaliwal
Turia Barbash	Jennifer Bunzenmeyer	Michelle Dowker
Katherine Barr	Marieta Buse	Alex Dragan
Hannah Bartol	Annie Cannon	Diana Draper
Suzanne Bartolini	Ashley Cassan	Alison Drought
Caitlin Batting	Nicole Cerf	Maryanne D'Silva
Whitney Baxter	Jennifer Cham	Aisha Durrani
Melissa Bedford	Erin Chambers	Andrew Eberding
Emily Bell	Kait Chang	Mandana Edalati
Samantha Bell	Ramona Charikar	Mohamed Elsayed
Firas Ben Zaid	Anouk Chaumont	Erin Esau
Ryan Best	Joseph Cheng	Kaleb Falk
Astrid Boeckelmann	Cindy Chervenka	Zainab Farahmand
Cher Boomhower	Kajal Chohan	Leshia Ferguson
Maria Boorman	Yeojin Choi	Lori Ferguson
Briana Botsford	Iris Clarin	Kendra Flock
Gina Bouros	Julie Clark	Janine Fraser
Samantha Bowen	Cristina Coloma	Kira Frketich
Jessica Fujimoto	Shabnam Izadpanahi	Karen M Younker
Abbie Gardiner	Tory Jackson	Yeung Man-Yee
Marissa Gaucher	Kevin Jackson	Jason Marr
Amanda George	Brandy James	Carin Matsushita
Lisa Ghent	Stephanie Jarvis	Nadia Mawji
Yalda Zadeh	Kali MacIsaac	Dana Tishenko
Manguntaas Gill	Michelle M Patel	Sarah Roth
Hillary Godin	Lucas MacMillan	Kristin Ruzicki
Darren Gorrell	Olisa Mak	Nayumi Saiki
Kristy Gottselig	Ali Maleki	Rounaghi Saloumeh

Kim Gowetor
Lisa Graham
Katie Green
Jessica Grewal
Natalie Groenewoud
Chelsea Gronick
Candace Haarsma
Jayelle Haavaldsen
Emily Habert
Kate Hadfield
Michelle Hagel
Meghan Haggarty
Khadijah Haji
Courtney Hall
Jasmine Hall
Monique Hallee
Adrianna Hanson
Lindsey Hanson
Lois Hare
David Hatton
Krista Hennigar
Craig Herrington
Cynthia Hnatko
Michael Hoffmann
Margret Holland
Marisa Hucal
Verna Hunt
Heather Iverson
Jacqueline Keeney
Lisa Lau
Ray Lendvai
Carolina Leon
EeVon Ling
Chenoa Liu
Peter Liu
Iva Lloyd
Laura Louie
Briana Lutz
Julie MacDonald
Megan Wakeham
Pat Wales
Norman Wallace
Olga Warshavsky
Tim Warwick
Claire Watson

Kyle Maynard
Evan McCarvill
Steve McCrea
Shannon McGuire
Michelle Meyer
Laura Meyers
Mikayla Milne
Jyoti Mistry
Carrie Mitchell
Karen Mitteregger
Sanjay Mohan Ram
Rahim Moledina
Elena Moore
Elliott Mordy
Amy Morrison
Krista Moyer
Jodie Murdoch
Abrar Negahban
Brenda Nemeth
Lucy Ormerod
Farzaneh O Ashtiani
Neelamjeet Pannu
Anastasia Pargaru
Perminder Parmar
Eric Paterson
Allison Patton
Aspen Percival
Shawn Peters
Deborah Phair
Jennifer Pilon
Eric Posen
Veronic Provencher
Sherry Purves
Tracey Tannis
Karlee Tario
Wendy Tao
Maryska Taylor
Shabita Teja
Lisa T Ratvay
Paul Theriault
Jessica Thompson
Brit Watters
Jese Wiens
Miranda Wiley
Sherry Wilson
Alexandra Wolting
Aaron Wong

Mariesette Santiago
Paul Saunders
Roland Schaplowsky
Katrina Schiavon
Christopher Schlee
Jason Schnieder
Amber Sereda
Penny Seth-Smith
Suhani Shah
Jessalyn Shames
Minah Shin
Brett Simpson
Sinnoi Skaken
Alexandra Smith
Karen Snow
Alysha Somji
Candice Staniek
Carleigh Sturge
Nooreen Sumar
Narmeena Sunderji
Madhu Swamy
Natalie Sweett
Hamid Tajbakhsh
Briana Takeshita
Tracey Tannis
Wendy Tao
Rebecca Tocher
Mehrdad Torkamaniha
Cindy Tran
Janet Trieu
Alyssa Trombley
Amoz Van Dyke
Randol Venegas
Orna Villazan
Robin Vinge
Erica Volk
Marnie Wachtler
Jenna Waddy
Ina Wong
Kira Woolaver
Jessica Wu
Mitchell Zeifman
Allison Ziegler

Welcome

Dr Mark Fontes, ND welcomed the members and opened the meeting with a Land Acknowledgement Statement recognizing and honouring the land and thanking the people of the traditional territories who for generations have walked and cared for these lands since time immortal throughout Turtle Island. Naturopathic medicine owes a debt to the knowledge of Indigenous peoples, and its institutions and practitioners must demonstrate a commitment to beginning the process of working to dismantle the ongoing legacies of settler colonialism. We are called upon to witness and recognize the truth of our collective history while we acknowledge the enduring presence of all First Nations, Inuit and Métis peoples.

Dr. Fontes, ND provided meeting instructions to the webcast participants, presented the agenda for the meeting and advised attendees that the meeting would provide an overview of the work of the past year. The business portion of the meeting will be followed by an update on the CANDJ, by Editor in Chief Dr. Marianne Trevorrow, ND followed by a Q and A.

Dr. Fontes, ND introduced the Board of Directors and the CAND staff.

Dr. Fontes, ND asked for a motion to approve the minutes of June 19, 2021.

Motion: Dr. Paul Saunders, ND moved that the minutes of the June 19, 2021 Annual General Meeting be approved. Dr. Lois Hare, ND seconded. None opposed. Nine members abstained. Motion carried.

Report from the Chair

The Chairs Report is included in the Annual Report and provides further information on the work carried out in 2021 and our plans going forward. Dr. Fontes, ND thanked all past Board members for their hard work in laying the foundation that has allowed the current Board to continue its work. Before summarizing the CAND's work for the past year Dr. Fontes, ND shared the exciting news that as of March first of this year, NDs in the Northwest Territories became the first profession to be regulated under the Health and Social Services Act. This was the result of over 10 years of hard work. Drs. Nicole Redvers, ND and Kyla Wright, ND were thanked for their incredible efforts. The CAND is always there for the Provincial and Territorial associations for input and help. Shawn O'Reilly was thanked for the significant role she has in these moments.

Dr. Fontes, ND provided a summary of his report:

- Under the guidance of H + K the CAND is revamping the website to make it more streamlined, easier to find information and improve our public facing side of the website.
- We are working on establishing our relationships with students at both campuses to ensure they are aware of the work the CAND does on behalf of the profession and promote better engagement.
- Dr. Fontes, ND thanked all the NDs on the ground practicing and working with patients each day sharing the work we do as NDs. Thanks was expressed to those meeting with MPs and MPPs and those involved in clinical research.
- Special thanks was given to Drs. Iva Lloyd, Aime Steel and Jon Wardle and the World Naturopathic Federation for the Health Technology Assessment.
- Dr. Fontes, ND advised that Drs. Sandra Murphy and Rigo Kerrferputz, ND left the CAND Board to pursue other interests. They were thanked for all their hard work and contributions to the profession as Board Directors.
- CAND membership stayed strong in 2021 with 2,280 members.
- CAND continues in a strong financial position with Membership and Corporate Partners revenue meeting or exceeding budget projections while we reduced our overall expenses.
- 2021 was a year of transition as while we continued to focus on the impacts of the pandemic the CAND was able to revisit and work on the goals and objectives that we had as a board prior to the start of the pandemic.
- Throughout the year the CAND board continued to meet every six weeks and held two virtual planning sessions continuing the work on our core customer groups.
- With our ND membership, the CAND recognized the importance of consistent messaging and highlighting the work the CAND is doing to improve the recognition of naturopathic medicine on a national level and with the federal government.
- Focuses for the past year have been to highlight the benefits of being a CAND member, increasing membership, providing support and input to our 'Better Health, Together,' campaign and in improving the CAND website.
- CAND continues to support and evolve its relationships with all of its Corporate Partners. Dr. Fontes, ND thanked all of them for their continued support of the

CAND and the profession as it ensures the CAND can continue to do the work it has set out as priorities.

- Naturopathic Medicine Week is our opportunity to spread the news about NDs, how they help their patients and the benefits of naturopathic medicine. NMW 2021 was a success with content viewed 1.1 million times by more than 250,000 Canadians who engaged with the content thousands of times. The engagement rate was 4.6%, twice industry average. The Hashtag NatMedWeek2021 was the most widely used across all social media platforms while #BetterHealthTogether was popular amongst NDs and ND associations. Amplifying the CAND organic content pushed the messaging to over 250,000 people over 750,000 times. Early data indicates that this year's NMW has been even more successful. Dr. Fontes, ND thanked all that participated.
- 2021 marked the transition of the Vital Link to an online publication the CAND Journal or CANDJ. The Journal now has its own website as an indexed peer – reviewed journal. The CANDJ is free to all members and will serve to educate NDs and integrative health professionals in Canada and globally on evidence informed care and the art of naturopathic best practices. Dr. Fontes, ND extended thanks to all of the CANDJ team.
- One of the CAND core customers is insurance companies. The CAND is recognized as the go to organization for information on the education and training of naturopathic doctors, scope of practice and the verification of credentials. Feedback from the industry is that they find the search engine and the information on the CAND website very helpful.
- In addition to working with the core customers, the CAND acknowledges the importance of working with all of the Provincial and Territorial Associations and our colleagues in the U.S. and, elsewhere in the world via the World Naturopathic Federation. Dr. Fontes, ND expressed thanks to all the Canadian Associations, the CCNM, and affiliated organizations CNME, NABNE, NPLEX, and AANMC for all the work they did on behalf of the profession during the past year.
- On behalf of the CAND Board of Directors and staff Dr. Fontes, ND thanked all of the CAND members as it is their commitment that allows the CAND Board and staff to work on your behalf and advocate for their profession. The CAND Board and staff look forward to continuing to support members, improve awareness of naturopathic medicine and represent the profession at the national level.

Membership

- The CAND saw a small dip in membership for 2021 however, membership revenue increased due to more members switching from part to full time.
- As of June 1, 2022, the CAND has 2255 members of the approximately 3050 NDs in Canada.
- 575 students are enrolled at the CCNM Toronto campus and 117 are enrolled at the Boucher campus.

Government Relations

Shawn O'Reilly, Director of Government Relations, presented the report.

Shawn noted that the full report is posted as part of the Annual Report on the Members Only Portal of the CAND website.

The overwhelming impact of the COVID Omicron variant on the healthcare system caused the government to take the unprecedented step of advising Canadians to care for their health outside of the conventional medical system. This created an increased demand for alternative health care solutions including those offered by naturopathic doctors. NDs have reported that patient outreach increased in the past year.

The government's ongoing focus on the pandemic affected the CAND's ability to make progress on its requests for access to medical Cannabis, coverage for Veterans and Indigenous Peoples and access to substances under the Controlled Drugs and Substances Act.

Highlights:

- Ongoing engagement with the Ministry of Finance and real – time updates on changes to financial aid benefits.
- Participated in twelve meetings of the Public Health Agency of Canada's (PHAC) Health and Allied Health Sector Table.
- Continued engagement with the Ministry of Health, PHAC and the NNHPD advocating for use of Natural Health Products in the treatment of COVID – 19. The CAND provided all with the excellent reviews prepared by the World Naturopathic Federation (WNF).
- Created an Election Tool Kit and Platform Tracker for members and surveyed political parties for the September election. Positive support was received from all political parties with the exception of the Bloc Quebecois. Following the election the CAND sent letters of congratulations to all key ministers associated with the CAND's asks.
- Engaged with the Minister of Veterans Affairs and Veterans Affairs Canada for coverage of naturopathic care for Veterans. Shawn thanked Dr. Lana McMurrer, ND for the key role she played in meeting with Minister MacAulay and getting his support.

- Continued engagement with NNHPD on the Self Care Regulations, Plain Language labelling, labelling of Homeopathic Medicines and a pathway to market for products containing CBD as Natural Health Products.
- Assisted several Provinces and Territories with their government relations work.

Naturopathic Medicine Week 2022

The CAND works with Hill & Knowlton with respect to its communications strategy in addition to its GR work. NMW 2022 saw double the outreach and interactions compared to 2021 with some of the engagement rates as high as 56%. Building on the success of NMW 2021 the CAND reached over one million Canadians. The week was completely digital with content across social media platforms – Facebook, Instagram and Twitter. Members were thanked for participating by liking, sharing and re-posting content as well as creating their own content using the CAND collateral materials. NMW is an opportunity for the CAND to do some work at the federal level in pushing out the news about naturopathic medicine and naturopathic doctors with Members of Parliament. In advance of NMW 2022 the CAND conducted an information campaign wherein members of each political party who had either been supportive of naturopathic medicine throughout their political career or, in their jobs before being elected were briefed on naturopathic doctors and NMW. One of those meetings led to the recognition of naturopathic medicine in the House of Commons in the form of a member’s statement. The statement is recorded in Hansard, the official record of the House of Commons. The statement read by Colin Carrie, the Conservative MP for Oshawa was read to those in attendance.

H + K also assists the CAND with monitoring, assessing and where appropriate responding to media. This past year we monitored media that appeared in British Columbia and the East Coast. The CAND and H + K work with individual NDs and Associations in responding to media.

We continue with our current communications campaign, ‘Better Health, Together’ which has been very well received by the public. Our social media has grown by over 1,000 individuals across all channels for this year. ND Perspectives is a new section under news on the CAND website focusing on the work being done by various NDs. It has become the top page for interactions on the website.

Questions from the audience:

Dr. Pat Wales, ND – What is the process for students to become members? I thought it was part of student fees in the past.

Dr. Mark Fontes, ND responded that the CAND is actively working with the students association at the Toronto campus to have the students as members of the CAND.

Dr. Karim, ND – Are we allowed to treat Long COVID? I am under the impression that NDs cannot talk, treat anything COVID, has this changed?

Dr. Mark Fontes, ND responded that NDs should follow the regulations of their local regulator. Some may have specific language around supportive care or supporting patients post COVID.

Dr. Karim, ND – Does the CAND have any update on NDs being able to prescribe Testosterone, DHEA and reminarex. Why will the government not allow it?

Shawn O'Reilly responded – There has to be prescribing rights in order for the CAND to request access to substances under the CDSA. The government has been very clear that they are not going to grant access when only two jurisdictions have prescribing authority. We will continue to ask but unless there is additional prescribing authority granted in many more jurisdictions we will be unable to move forward. Shawn noted that the NWT had recently enacted regulation with prescribing authority and that the College of Naturopaths of Ontario has put Testosterone on the list of additional substances for ND access that they have submitted to government for approval. The CAND will watch what happens in this instance as a Provincial government has the authority to ask the federal government to grant a practitioner group access to CDSA substances. If the Ontario government grant access to Testosterone, they will then have to go to the federal government to ask that NDs in Ontario be given access to the CDSA and that will be our opportunity to have the further discussion.

Treasurers Report

Dr. Mark Fontes, ND presented the Treasurers report on behalf of Treasurer Dr. Chris Ford, ND and Dorothy Winton, Accounting Administrator.

Key points:

- The two slide graphs show the CAND's Profit and Loss for 2020 and 2021. The second slide removes the years we held Health Fusion, as there are greater expenses for running the conference in those years.
- The next two slides show the CANDs assets, current liabilities and net assets followed by the Statement of Operations and Changes in Net Assets for the Year ended December 31, 2021.
- There was an increase in revenue from membership dues as a result of more full time members.
- The drop in salaries and benefits of just under \$30,000 is the result of Heather Fleck retiring last year.
- There is a reduction in professional fees as we no longer had the expense for our communications strategy that we had in 2020.
- There is an excess in revenue over expenses of \$154,278. The CAND is in a very good financial position.

Comment from the audience:

Dr. Karim, ND thanked Dr. Fontes, ND for addressing everyone as Doctor. It is something the profession needs to work on. It is disappointing to hear product sales representatives refer to NDs using our first names while addressing MDs as Doctors.

Questions from the audience:

Dr. Schlee, ND – Is the CAND aware of the federal government's recent restriction of IV Artesunate and if so are there any discussions with the government as to why these restrictions were implemented and are there any ongoing efforts to maintain our access to the therapeutic substances we currently have left available?

Shawn O'Reilly responded that the CAND was aware. The restrictions were due to contaminants found with that particular product from various manufacturers. The government is looking into the issue. We are in discussion with the federal government as to whether or not there are other reasons for the restrictions. Members were asked to advise Shawn if they were aware of any other product restrictions so that they can be added to the discussion.

Dr. Wales, ND – as a not for profit will the CAND spend more money to hit a balance.

Shawn O'Reilly responded that yes, as the CAND was able to reduce its expenses and increase its revenue that money will be earmarked for CAND initiatives.

Dr. Fraser, ND – can you describe the assets of the CAND in more detail? Is there real property, office and cash holdings?

Shawn O'Reilly responded it is a combination, there is cash in the bank, we have equipment and yes, we have an office that we rent in Toronto but it is mostly cash, which is an indication of our revenue from membership.

Appointment of the Auditor

Dr. Fontes, ND requested a motion from the floor for the appointment of the auditor.

Motion: Dr. Paul Saunders, ND, PhD, ND moved that Kriens – LaRose, LLP, Chartered Accountants, or an auditor as otherwise determined by the CAND Board Executive be appointed auditor for the CAND. Dr. Kathryn King, ND seconded. Ten members abstained. None opposed. Motion carried.

Question from the audience:

Dr. Hare, ND – have we had any donations through the CNF? Remind doctors that they can get a tax receipt for donating.

Shawn O'Reilly responded that the CNF is a separate board and all donations are reported through its financial statements. The CNF did receive approximately \$300 in donations in 2021.

Election of Board Directors

Dr. Fontes, ND provided the remaining terms for current Board Directors:

Dr. Mark Fontes, ND (ON) – 1 year term
Dr. Chris Ford, ND (BC) – 1 year term
Dr. Ann Grimwood, ND (BC) – 1 year term
Dr. Adrianna Hanson, ND (AB) – 1 year term
Dr. Robyn Prescott, ND (BC) – 1 year term

Four current Board Directors have completed their terms and are standing for re-election for another three year term in accordance with section 4.02 and 4.05 of the by-laws.

Dr. Jatish Kaler, ND (AB)
Dr. Tara Lantz, ND (NS)
Dr. Renée Purdy, ND (NB)
Dr. Mitchell Zeifman, ND (ON)

There being two vacant Board Director positions, a Call for Nominations was sent out May 18, 2022 in accordance with section 4.03 of the By-laws.

One nomination was received: Dr. Valerie Penton – Power, ND (NFLD)

Dr. Fontes, ND requested a motion from the floor to elect the following NDs for a three year term:

Dr. Jatish Kaler, ND
Dr. Tara Lantz, ND
Dr. Renée Purdy, ND
Dr. Mitchell Zeifman, ND
Dr. Valerie Penton – Power, ND

Motion: Dr. Pat Wales, ND moved to elect Dr. Kaler, ND, Dr. Lantz, ND, Dr. Renée Purdy, ND, Dr. Mitchell Zeifman, ND and Dr. Penton – Power, ND for a three year term. Dr. Paul Saunders, ND, PhD, ND seconded. Twelve members abstained. None were opposed. Motion carries.

Dr. Fontes, ND congratulated all returning Board members stating he looked forward to continuing to work with them and offered a huge welcome to new Board Director Dr. Valerie Penton – Power, ND and thanked her for putting her name forward.

Question from the audience:

Dr. Shairoz - Do we get a certificate of attendance?

Shawn responded yes, all attendees will receive confirmation of attendance.

Dr. Tao, ND - The credit card fees seem very high. Can members have the option to e-transfer their membership fees and receive a discount?

Shawn O'Reilly responded that the CAND would look into it.

Dr. Meyers, ND – who has replaced Heather Fleck?

Shawn O'Reilly advised that the new Accounting Administrator is Dorothy Winton.

Dr. Fraser, ND – which provinces had NDs immunizing?

Shawn O'Reilly responded that the question is more for the Provincial and Territorial Associations however it was her understanding that NDs in British Columbia, Ontario and possibly Alberta were immunizing. Dr. Schneider, ND advised that NDs in Alberta were not immunizing.

Dr. Watson, ND – what is the best way to learn about the Board positions and the responsibilities in becoming a board member?

Shawn O'Reilly responded that Dr. Watson, ND could reach out to Dr. Fontes, ND or herself. Members are advised of board positions every year in advance of the AGM.

Dr. McLean, ND – is the AGM being recorded?

Shawn O'Reilly responded that the AGM is being recorded and will be posted on the Member Portal of the CAND website.

Dr. Cooley, ND – how will the remaining seat on the Board be filled?

Shawn O'Reilly advised that the By-laws permit the Board to appoint NDs or members of the public to fill any vacancies or complete a term of a board member who steps down during their term. Anyone appointed is then confirmed by a vote of the members at the next AGM. The CAND can have up to three public members on the board but the majority must be naturopathic doctors. The By-laws stipulate that the Board can consist of nine to thirteen Directors.

Adjournment

There being no further business Dr. Fontes, ND asked for a motion to adjourn the meeting.

Motion: Dr. Chris Schlee, ND moved that the meeting be adjourned at 2:00 PM

CAND Journal

Following the business portion of the meeting Dr. Marianne Trevorow, ND updated the membership on the CAND Journal and answered questions from attendees.

The meeting concluded at 2:30 PM

Treasurer's Report

Dr. Mitchell Zeifman, ND, Treasurer

The 2022 audited financial statements and independent auditors' report are presented in this year's Annual Report which has been posted on the Members Portal of the CAND website under 'Publications'.

Based on our strategic planning, the CAND focuses its' resources on five Core Customer groups (Membership – ND and student, Corporate Partners, Government Relations, Insurance, Large Corporations and Unions). Each year, the CAND Board and staff develop a working budget based on the actual and projected revenues and expenses for the CAND programs for the year.

As the world continues to come out of the Pandemic, the CAND has returned its focus to the goals and objectives set for its core customer groups while continuing to engage with the Finance Ministry on changes to its aid relief programs and communicating to the membership.

The CAND continued to work with Hill+Knowlton, our government relations/public relations firm, to advocate for the profession at the national level and to continue our 'Better Health Together' social media campaign implemented in 2020.

In light of the ongoing issues related to the pandemic, and to ensure fiscal responsibility, the CAND continued to budget conservatively in 2022, reducing expenses while maintaining a three-month operating reserve. As reflected in the audited financial statements, the CAND finished 2022 with a net surplus of \$211,791. The Statement of Financial Position reports unrestricted net assets of \$888,791 as at December 31, 2022. The increase is a reflection of the reduction in staff and the increase in revenue from an increase in membership.

We thank our professional members, corporate partners and the provincial/territorial stakeholders for their continued support of the CAND. The revenue generated supports the association's operations and allows us to serve our members across Canada.

Canadian Naturopathic Foundation

The CAND continued to provide administrative support for the CNF during 2022.

**THE CANADIAN ASSOCIATION OF
NATUROPATHIC DOCTORS**

FINANCIAL STATEMENTS

DECEMBER 31, 2022

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**To the Members of
The Canadian Association of Naturopathic Doctors****Report on the Audit of the Financial Statements***Opinion*

We have audited the financial statements of The Canadian Association of Naturopathic Doctors, which comprise the statement of financial position as at December 31, 2022, and the statements of operations and changes in net assets and cash flows for the years 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 financial position of The Canadian Association of Naturopathic Doctors as at December 31, 2022, and the results of its operations and its cash flows for the year then ended, in accordance with Canadian accounting standards for not-for-profit organizations.

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 Canadian Association of Naturopathic Doctors 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

INDEPENDENT AUDITORS' REPORT (Continued)

Page F2

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

INDEPENDENT AUDITORS' REPORT (Continued)

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- 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 Association'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 Association'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 Association 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.

KRIENS~LAROSE, LLP

KRIENS~LAROSE, LLP

**Chartered Professional Accountants
Licensed Public Accountants**

Toronto, Canada
May 3, 2023

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2022

Page F4

	2022 \$	2021 \$
ASSETS		
CURRENT		
Cash	1,066,647	945,780
Accounts receivable	1,093	6,293
Investments (Note 2)	-	1,000
Prepaid expenses	40,650	398
	1,108,390	953,471
EQUIPMENT (Note 3)	1,645	2,492
	1,110,035	955,963

APPROVED ON BEHALF OF THE BOARD OF DIRECTORS:



_____, Director



_____, Director

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2022

Page F5

	2022 \$	2021 \$
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	53,820	32,620
Deferred revenue (Note 4)	166,602	232,264
Government remittances payable	822	14,079
	221,244	278,963
NET ASSETS		
Unrestricted net assets	888,791	677,000
	1,110,035	955,963

STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2022

Page F6

	2022	2021
	\$	\$
REVENUES		
Membership fees	802,721	781,569
Product endorsement	26,680	27,849
Publications	16,920	20,869
Interest and sundry	12,779	4,945
Marketing Income	2,000	-
Program fees	510	863
	861,610	836,095
EXPENSES		
Professional fees	187,994	155,275
Wages and benefits	156,701	256,049
Rent	78,657	79,039
Publications	76,913	64,175
Office and general	34,938	35,370
Website	33,764	10,301
Visa fees	23,430	18,354
Board of Directors	18,055	18,479
Conferences	11,074	9,876
Telephone and internet	9,967	9,278
Repairs	7,345	12,578
Insurance	3,707	3,542
Printing	3,660	3,430
Meals and travel	1,593	200
Amortization	846	1,293
Contribution	750	0
Public education	425	4,578
	649,819	681,817
EXCESS OF REVENUES OVER EXPENSES FOR THE YEAR	211,791	154,278
NET ASSETS, BEGINNING OF YEAR	677,000	522,722
NET ASSETS, END OF YEAR	888,791	677,000

See accompanying notes to the financial statements

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2022

Page F7

	2022	2021
	\$	\$
CASH WAS PROVIDED BY (USED IN):		
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from membership fees	742,259	823,233
Cash receipts from publications	16,920	20,869
Interest received	12,779	4,945
Other cash receipts	27,190	28,712
Cash paid to suppliers and employees	(681,281)	(690,403)
Change in cash	118,867	187,356
Cash, beginning of year	945,780	758,424
Cash, end of year	1,064,647	945,780

See accompanying notes to the financial statements

The Association is the professional Association for Naturopathic Doctors in Canada. The Association is incorporated under the laws of Canada as a not-for-profit organization without share capital. The vision of the Association is to be a strong voice in Canadian healthcare and to ensure the optimal health of Canadians through the active promotion of the art and science of naturopathic medicine and the advancement of its practice.

The Association is a not-for-profit entity under the Income Tax Act (Canada) and as such, is exempt from the payment of income taxes under section 149(1)(l) of the Income Tax Act (Canada).

8. SIGNIFICANT ACCOUNTING POLICIES

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the CPA Handbook and include the following significant accounting policies:

Financial Instruments

The Association initially measures its financial assets and financial liabilities at fair value. The Association subsequently measures all its financial assets and liabilities at amortized cost. Changes in fair value are recognized in the statement of operations.

The financial assets measured at amortized cost include cash and accounts receivable. Financial liabilities measured at amortized cost include accounts payable.

Use of Estimates

The preparation of 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 and disclosure of contingent assets and liabilities at the reporting date and the reported amounts of revenues and expenses for the reporting period. Actual results could differ from these estimates. These estimates are reviewed periodically and adjustments are made, as appropriate, in the statement of operations in the year they become known.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand and fixed income investments with maturities of less than 90 days.

Continued...

Prepaid Expenses

Prepaid expenses are recorded for goods and services to be received in the next fiscal year, which were paid for in the current fiscal year.

Equipment and Amortization

Equipment is stated at acquisition cost. Amortization is provided on a straight-line basis at the following annual rates:

Computer equipment	5 years
Furniture and fixtures	5 years

Where equipment no longer has any long-term service potential to the Association, the excess of their net carrying amount over any residual value is recognized as an expense in the statement of operations.

Revenue Recognition

The Association follows the deferral method of accounting for contributions. 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.

Membership Fees

Annual membership fees are recognized as revenue when invoiced except for those fees pertaining to the following fiscal year, which are recorded as deferred revenue.

Other Revenues

National awareness contributions, publications, product endorsement, sundry, and program fees are recognized as revenue when received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured. Fees received in advance of the year of service are recorded as deferred revenue.

Investment Income

Realized investment income are recognized as revenue when earned. Unrealized gains and losses are recognized as revenue in the period in which they arise.

Donated Property and Services

During the year, voluntary services were provided. Because these services are not normally purchased by the Association, and because of the difficulty of determining their fair value, donated services are not recognized in these statements.

Continued...

2. INVESTMENTS

Page F10

	2022 \$	2021 \$
Trec Solarshare Co-operative solarshare bond, 5%, matures August 3, 2022.	-	1,000

3. EQUIPMENT

	2022		2021	
	Cost \$	Accumulated amortization \$	Cost \$	Accumulated amortization \$
Computer equipment	46,029	44,384	46,029	43,537
Furniture and fixtures	7,174	7,174	7,174	7,174
	53,203	51,558	53,203	50,711
Net book value	1,645		2,492	

Continued...

4. DEFERRED REVENUE

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The deferred revenue consist of the membership fees received in advance of the year of service.

5. RELATED PARTY TRANSACTION

Fees of \$42,953 (2021 : \$26,716) for services rendered were paid in the fiscal year to an individual related to the Executive Director of the Association. The services were approved by the Board of Directors and were provided in the normal course of business.

6. COMMITMENTS

Office Lease

The Association is committed to minimum rentals under a long-term lease for premises for the period February 1, 2019 to January 31, 2024. Minimum rental commitments remaining under this lease approximate \$38,000 as follows:

2023	\$35,000
2024	\$3,000

The Association is also responsible for its share of operating costs, which are estimated at \$40,000 for 2023.

Continued...

The Association is exposed to various risks through its financial instruments. The following presents the Association's risk exposures and concentrations at December 31, 2022.

Credit Risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Association's credit risk would occur with their accounts receivable. Actual exposure to credit losses has been minimal in prior years. The allowance for doubtful accounts is \$0 (2021 : \$0).

Liquidity Risk

Liquidity risk is the risk the Association will encounter difficulties in meeting obligations associated with financial liabilities. The Association is exposed to liquidity risk mainly in respect of its accounts payable. The Association expects to meet these obligations as they come due by generating sufficient cash flows from operations, and from unrestricted net assets. There has been no change in the risk assessment from the prior period.

Market Risk

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

Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Association is not exposed to foreign currency risk.

Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Association has a low interest rate risk.

Other Price Risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Association is not exposed to other price risk.

Government Relations Report

By: *Committee Chair: Dr. Mark Fontes, ND, Board Chair*
Shawn O'Reilly, Director of Government Relations
Laura Grossman, Hill + Knowlton Strategies

2022 saw the world emerge from the COVID-19 pandemic with a new normal way of conducting business being widely recognized and implemented. While in-person gatherings were no longer limited, government did communicate and meet differently than pre-pandemic times. The CAND immersed itself in the new hybrid way of work and took advantage of the ability to engage with stakeholders located in various locations. In the wake of the COVID-19 pandemic, we know, and have heard from the federal government, that all forms of front line care and alternative health supports need to be explored. The immense burden placed on the emergency health system has yet to be fully relieved and wait times continue to be extensive. As such, a continued opportunity is available for Naturopathic Doctors to provide the care Canadians want, need and deserve as quickly as possible.

It is important to note that the emergence from the pandemic has also shed light on the backlog of policy issues that the federal government has needed to address and as such, Health Canada has been busy addressing delays on several files. This included the Cannabis Act review, which presented the opportunity for the CAND to submit feedback, and requested revisions. The CAND felt strongly that Canada's Naturopathic Doctors could be better represented and, in addition to submitting feedback along with other stakeholders and the public, met with Health Minister Duclos Senior Policy Advisor to discuss not only to discuss our requested amendments but also to introduce this new senior member of the Minister's team to the profession. This meeting formed the basis for the development of an enhanced relationship with Health Canada and specifically the Minister's Office that was realized when the Minister's selected lead of the Cannabis Act review proactively reached out to the CAND to solicit a virtual meeting to discuss our requested amendments to the act. We await the results of the review and the governments intended revisions to the Act.

The CAND continued its engagement with the NNHPD throughout 2022 participating in a number of technical sessions and consultations on the Self – Care framework, in particular the Directorates new plain language labeling requirements for NHPs including the addition of a Facts Table and a proposed pathway to market for products containing CBD.

Early 2022 saw a massive win for the CAND and a true testament of the government relations work that has been under way for seven years. The profession was added to Veterans Affairs Canada (VAC) list of approved health care practitioners able to deliver services to Canada's veterans under the Health Care Treatment Benefit Program overseen by the Ministry of VAC. We wish to thank our dedicated team at Hill+Knowlton, Dr. Lana McMurrer, ND, for her outreach to Minister of Veterans Affairs Lawrence MacAulay, and, Minister MacAulay for championing our ask. The CAND will continue work to enhance the coverage for Veterans while leveraging this important success to advocate for the inclusion of naturopathic medicine for Indigenous Peoples under the Non – Insured Health Benefits Program (NIHB).

2022's Naturopathic Medicine Week was the most successful to date. One of the key components of the week of advertising, communications and engagement is a statement in the House of Commons celebrating the week and recognizing Canada's Naturopathic Doctors. Last year, not only did the CAND secure a coveted spot on the roster of the statements, but also worked hand in hand in drafting the statement with Colin Carrie the Member of Parliament from Oshawa who delivered it.

2022 set up this year, 2023 to be filled with successes as we continue to work with our partner, Hill+Knowlton to deliver for Canada's Naturopathic Doctors.

CAND Corporate Partners 2022

PLATINUM LEVEL

Atrium Innovations

Life Labs

GOLD LEVEL

BioClinic Naturals

Boiron Canada

Surgically Clean Air

TD Insurance

SILVER LEVEL

Bio Lonreco Inc.

DNAPower

TruBalance Healthcare

BRONZE LEVEL

Paisley- Partners Inc.