



2022 Annual Report

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Board of Directors 2021-2022

Dr. Mark Fontes, ND

Chair

Toronto, ON

Dr. Jatish Kaler, ND

Vice-Chair

Calgary, AB

Dr. Chris Ford, ND

Treasurer

Kimberley, BC

Dr. Mitchell Zeifman, ND

Secretary

Toronto, ON

Dr. Ann Grimwood, ND

Vancouver, BC

Dr. Adrianna Hanson, ND

Calgary, AB

Dr. Rigo Kefferputz, ND

Salt Spring Island, BC

Dr. Tara Lantz, ND

Halifax, NS

Dr. Sandra Murphy, ND

Halifax, NS

Dr. Robyn Prescott, ND

Kamloops, BC

Dr. Renée Purdy, ND

Moncton, NB

Report from the Chair

Dr. Mark Fontes, ND, CAND Chair

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 2021 and our plans going forward. It has been an honour to be on the CAND board for the past eight 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 are able to work 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, we re-elected two current board members to another three year term without any additions to the board. We have had some changes to make note of in the past year with the CAND staff and board members.

In 2021, and as noted at last year's AGM, after 30 years working for the naturopathic profession, Heather Fleck retired. We also shared in March of this year that Stuart Watson resigned from his position due to ongoing health issues. We once again thank Heather and Stuart for their many years of excellent work and service to the CAND. I would also like to share that Dr. Sandra Murphy ND and Dr. Rigobert Kefferputz ND have left the CAND board to pursue other interests. We are very thankful for their hard work and dedication to the CAND and to the profession in their roles. Thank you Dr. Murphy ND and Dr. Kefferputz ND on behalf of the profession!

At today's meeting, we have four 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 2021 with 2280 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 2021 budget projections while reducing our overall expenses.

2021 was in many ways a year of transition. Although significant focus and work continued with government in regards to COVID-19, we were able to revisit and work on the goals and objectives we had as a board prior to the start of the pandemic. We noted many of you returning to your clinics for in-person care and patients also requesting and wanting that type of care. Throughout 2021, the CAND Board of Directors continued to meet every six weeks and held two virtual planning sessions continuing the work on our core customer groups.

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 are 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 highlight membership advantages of being a CAND member, increase membership, provide support and input to our “Better Health, Together” campaign, and aid in improving the CAND website content.

With our student membership portfolio, we continue to strategize on how we can best engage with and serve our student members. As a profession, we have a stronger voice with more members. This past year our focus has been on increasing student awareness of the CAND’s engagement with government and the work we do, as well as working on increasing student membership numbers at CCNM Toronto campus.

The CAND continues to support and evolve the relationships with all of our corporate partners. We thank all of them for their continued support of the CAND and of the profession, which ensures that we can continue to do the work that we have set out as priorities.

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 2021 was a great success with content viewed 1.1 million times by more than 250,000 Canadians who engaged with it thousands of times. The engagement rate was 4.16%, twice the industry average. The hashtag NatMedWeek2021 was the most widely used hashtag across all platforms while #BetterHealthTogether was popular among NDs and ND Associations. Amplifying the organic CAND NMW content pushed messages to over 200,000 people over 750,000 times. Early data for NMW 2022 indicates this year’s awareness week has been even more successful.

2021 was an exciting year for CAND publications as the Vital Link moved online and became the CAND Journal (CANDJ). The journal now has its own website as an online, indexed, peer-reviewed journal. With a public facing web page and free member access, the CAND Journal will serve to educate naturopathic doctors and integrative health professionals in Canada and globally on evidence-informed care and the art of naturopathic best practices.

Another one of our core customer groups is insurance companies. The CAND is 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. Feedback from various insurance companies is that they reference our website regularly and find both the search engine and the information found on the site very helpful. Regular emails and calls to the CAND office assist the insurance companies in understanding who is or is not a qualified ND, what comprises the Scope of Practice and, the regulation of the profession in the various jurisdictions. Once again the CAND attended the annual Canada Life and Health Insurance Association (CLHIA) conference in 2021. The conference was virtual and the CAND hosted an exhibit meeting room, which was well attended by delegates.

In addition to our core customer groups, we acknowledge the importance of working with all provinces and territories across Canada, as well as our colleagues in the U.S., and elsewhere in the world via the World Naturopathic Federation (WNF). I would like to thank all the Provincial/Territorial Associations, the Canadian School, and affiliate organizations

– CNME, NABNE/NPLEX, WNF and the AANMC for their work on behalf of our profession in the past year. I look forward to continuing our work together.

Lastly, and most importantly, on behalf of the CAND and our Board of Directors, thank you to all of our members. It is your commitment to the CAND that allows the CAND Board of Directors and staff to work on your behalf, and advocate for the profession. 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.

A handwritten signature in cursive script that reads "Mark Fontes".

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

Annual General Meeting 2021 Minutes

Canadian Association of Naturopathic Doctors
Annual General Meeting
Saturday, June 19, 2021
Toronto ON via Webcast
12:00 pm EDT

Minutes

Prepared by CAND Executive Director, Shawn O'Reilly

Members in Attendance:

Albas	Janelle	Alexa	Chichak	Anna	Graczyk
Allison	Katrina	Kajal	Chohan	Lisa	Graham
Arrata	Eric	Yejin	Choi	Sarah	Grammaticos
Aslamzada	Zohra	Olivia	Chubey	Laurence	Grey
Azad	Pezhman	Lisa	Clements	Ann	Grimwood
Badhan	Balwinder	Cristina	Coloma	Vivienne	Guy
Baker	Jenna	Paul	Conyette	Candace	Haarsma
Balodis	Erin	Kaleigh	Coolsaet	Jayelle	Haavaldsen
Barbash	Turia	Scarlett	Cooper	Courtney	Hall
Bartolini	Suzanne	Ana	Cvitko	Jasmine	Hall
Baspaly	Mirjana	Marwa	Dabbagh	Lindsey	Hanson
Bell	Samantha	Paul	Davis	Cristina	Harabor
Ben Zaid	Firas	Khushvir	Dhaliwal	Lois	Hare
Bitar Patino	Lisbeth	Jeannie	Doig	Craig	Herrington
Boire	Mathieu	Michelle	Dowker	Jessica	Heupel
Botsford	Briana	Mandana	Edalati	Cynthia	Hnatko
Bristow	Stephanie	Tamara	Eriksen	Michael	Hoffmann
Brkich	Lawrence	Erin	Esau	Cait	Hosanee
Buehner	Stefanie	Kellie	Ferguson	Marisa	Hucal
Bulaong	Odette	Walter	Fernyhough	Verna	Hunt
Campbell	Mindy	Leanne	Florence	Tory	Jackson
Canlas	Judith	Mark	Fontes	Stephanie	Jarvis
Cannon	Annie	Janine	Fraser	Jatish	Kaler
Cassan	Ashley	Jessica	Fujimoto	Lisa	Keen
Cassano	Leyanna	Michelle	Gaucher	Jacqueline	Keeney
Cen	Helen	Alexia	Georgousis	Jolene	Kennett
Chapell	Sheree	Annie	Gibson	Sarah	Kent
Chen	Jia Qi	Cyndi	Gilbert	Arashdeep	Khaira
Cheng-Kai-	Natalie	Manguntaas	Gill	Doug	Kuramoto
Chervenka	Cindy	Tom	Glew	Tara	Lapointe
	Lisa Lau		Adam Prinsen		Freda Tam

Ray	Lendvai	Jennifer	Pyatt	Wendy	Tao
Carol	Lin	Matt	Pyatt	Tracey	Teasdale
Simon	Lo	Bryan	Rade	Shabita	Teja
Tara	Macart	Rajesh	Ragbir	Lisa	Tettamanti Ratvay
Karen	MaloneyYounker	Alisha	Rawji	Nyi	Than
Aisha	Manji	Michael	Reierson	Jessica	Thompson
Nadia	Mawji	Stacey	Richards	Mehrdad	Torkamaniha
Lorraine	McCarthy	Kaitlyn	Richardson	Neil	Tran
Steve	McCrea	Melanie	Robinson	Marianne	Trevorrow
Shannon	McGuire	Chris	Rolston	Alyssa	Trombley
Amber	McKinnon	Rob	Roth	Lisa	Urban
Alexina	Mehta	Sarah	Roth	Brianne	Vander Veen
Rahim	Moledina	Lauren	Russell	Dominique	Vanier
Shannon	Morgenstern	Jesse	Sannerud	Randol Fernando	Venegas Gutierrez
Richard	Mountain	Garry	Schafer	Robin	Vinge
Eric	Muradov	Michael	Schaplowsky	Megan	Wakeham
Ryan	Nakama	Stephanie	Schiemann	Olga	Warshavsky
Jennifer	Nardella	Christopher	Schlee	Brittany	Watters
Brenda	Nemeth	Jenny	Schmidt	Gudrun	Welder
Tayce	Nixon	Jenna	Scott	Erin	Wiebe
Gabriela	Novak	Stella	Seto	David	Wikenheiser
Michael	Nowazek	Jessalyn	Shamess	Miranda	Wiley
Ali	Nurani	Jacalyn	Sieben	Danielle	Williamson
Lucy	Ormerod	Kriya	Siewrattan	Sherry	Wilson
Brett	Orser	Dr Greg	Sikorski	Owen	Wiseman
Lynette	Panych	Ted	Sleigh	Alexandra	Wolting
Shin	Park	Christine	Slonetsky	Aaron	Wong
Megan	Parker	Alysha	Somji	Ina	Wong
Perminder	Parmar	Carolyn	Sterchi	Jessica	Wu
Jeanne	Paul	Carleigh	Sturge	Jennifer	Yee
Robert	Pearman	Nooreen	Sumar	Brigitta	Ziemba
Reina	Persaud	Narmeena	Sunderji	Helena	Zurekova
Hajnalka	Pinter	Amanda	Svensden		

191 members were present.

Quorum confirmed.

A Proxy was received from Colleen McQuarrie, ND

1. 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.

A moment of reflection was held to honour the Indigenous children whose remains were found at the former residential school in Kamloops. Dr. Fontes, ND stated that reconciliation is a critical national undertaking and our collective responsibility.

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 CAND's communication strategy and a Q and A.

Dr. Fontes, ND introduced the Board of Directors and the CAND staff welcoming new hire Dorothy Winton, Account Administrator.

2. **Approval of minutes of June 20, 2020**

Dr. Fontes, ND asked that a member put forward a motion to approve the minutes as presented.

Motion: Dr. Michelle Dowker, ND moved that the minutes of June 20, 2020 Annual General Meeting be approved. Dr. Owen Wiseman, ND seconded. None opposed. Ten members abstained. Motion carried.

3. **Report from the Chair**

The Chairs Report is included in the Annual Report and provides further information on the work carried out in 2020 and the plans going forward.

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

- Thank you to all of the Board Directors for their time, commitment, hard work and dedication to the naturopathic profession. Thank you to the CAND staff as the work the Board is able to accomplish would not be possible without your ongoing support and continued commitment to the naturopathic profession.
- After 30 years working for the profession, the last 14 with the CAND, Heather Fleck, Manager of Finance has retired. Heathers contributions to the profession have been numerous and invaluable. On her last day at the office, Heather was presented with a plaque in recognition of her dedication, hard work and support on behalf of the profession. We wish her all the best in her retirement.
- Initial impact of pandemic on profession was profound. Survey conducted in April demonstrated that 99 percent of the 1,027 members responding had a reduction in income with over 80 percent indicating a reduction of

income of 60 percent. Despite the challenges, 84 percent kept their practices open. Survey states greatly helped our financial aid work with the government.

- CAND pivoted its focus to the impact of COVID keeping members up to date with information from Health Canada, the Ministry of Finance, Canada Revenue Agency (CRA) and the Public Health Agency of Canada (PHAC). Work with the Finance Ministry ensured NDs had access to all financial benefits. Over 30 updates were sent out to members in 2020.
- CAND entered into a partnership to provide discounted PPE to ensure NDs had the supplies they needed for their clinics and with Surgically Clean Air to provide medical grade air purifiers.
- Continued advocacy resulted in NDs being added into the COVID 19 pandemic guidance document for the health care sector.
- Thanked the World Naturopathic Federation, Dr. Iva Lloyd, ND and all the researchers and reviewers who produced the rapid reviews that the CAND shared with Health Canada and PHAC.
- Throughout 2020, the Board of Directors continued to meet every six weeks and held two virtual planning sessions continuing the work on our core customer groups in addition to the work necessitated by the pandemic. Due to careful attention to our budget meant that the CAND did not need to apply for any of the federal government subsidies and we maintained fiscal stability.
- H + K continues to provide invaluable advice and guidance in our government relations and communications work. Members can be assured they will continue to have a strong national voice with the CAND serving as a valuable stakeholder with the federal government. An update on the communications plan developed for the CAND by H + K and launched in 2020 will be provided following the business portion of the AGM.
- The amount of work done over the past year by the CAND and all the Provincial and Territorial Associations has been incredible to ensure the profession has strong voices at the national and Provincial/Territorial level.
- Students are the future and as a Board, the CAND continues to strategize on how to best engage with and serve our student members. The CAND speaks with students on the importance of membership, professionalism and the CAND's advocacy on behalf of the profession.
- CAND continues to support and evolve its relationship with all of our Corporate Partners. We thank them for their continued support of the CAND and the profession.

- Naturopathic Medicine Week was digital for the first time in 2020. Our message of 'Be in the Know' about Naturopathic Doctors and naturopathic medicine did well on all social platforms garnering over 43,000 impressions. Searches for an ND on the CAND website were up 49 percent over 2019. We thank all the Provincial and Territorial associations for their support in helping to spread the message on the benefits of taking a naturopathic approach.
- The Vital Link will be moving online. In September, the CAND Journal will have its own website as an online indexed peer reviewed journal. It will serve to educate naturopathic doctors and integrated practitioners in Canada and globally on evidence informed care and the art of naturopathic best practices. The CAND thanks Editor in Chief, Dr. Marianne Trevorrow, ND and Associate Editor, Dr. Cyndi Gilbert, ND for all of their hard work in making this a reality as well as our publisher SGP and Shawn O'Reilly.
- Acknowledging the importance of working with all of the Provinces and Territories, our colleagues in the U.S. and the rest of the world via the WNF, the CAND chaired two Canadian Naturopathic Coordinating Council (CNCC) meetings. The meetings focused on the impact of the pandemic on the associations, their members and the work being done to support those members.
- Updating of the CAND immunization statement, which was shared with all Associations and posted on the CAND website under FAQ.
- Thank you to all of our members. It is your commitment to the CAND that allows our Board of Directors and staff to work on your behalf and advocate for the profession.

Membership

- The CAND continues to have a high year over year retention rate.
- Membership numbers stayed strong in 2020. CAND currently has 2,281 ND members out of the 3046 ND s in Canada.
- 575 students enrolled at CCNM; 152 enrolled at BINM.

In response to a query regarding notes to follow along during the meeting, a member was directed to the Annual Report posted on the CAND website.

4. Government Relations Report

Dr. Mark Fontes, ND CAND Chair, reported on key points from the Government Relations report in the Annual Report including:

- Meetings and communications with the Ministry of Finance and CRA for access to Emergency Financial Aid Benefits.
- Disseminated over 30 COVID Updates to members in 2020.
- CAND is a member of the PHAC Health and Allied Health Sector Table.

- Engagement with Ministry of Health, PHAC and NNHPD advocating for use of natural health products in the treatment of COVID – 19
- Prepared pre-budget submission, September 2020.
- Ongoing advocacy for access to naturopathic care for Indigenous People and Veterans.
- Continued work with NNHPD on Self Care Regulations, Plain Language Labelling and Labelling for Homeopathic Medicines.
- Assisted several Provinces and Territories with their government relations work.

Questions from the audience:

Dr. Christine Slonetsky – How has the Ministry responded to your request to include natural products in the treatment of COVID 19?

Shawn O'Reilly responded that the Ministry has not responded other than to advise it is under review. The CAND is not the only organization pushing for the use of NHPs. The CAND will update members should the situation change.

5. Treasurer Report and Appointment of Auditor

Dr. Mark Fontes, ND CAND Chair presented the Audited Financial Reports on behalf of Dr. Chris Ford, ND, CAND Treasurer.

Key points:

- Approval of the Financial Reports by the membership is no longer a requirement under the Canada Not-For-Profit Corporations Act however; the CAND presents the reports for member review.
- The full financial reports are included in the Annual Report.
- Profit and Loss charts were presented showing 2010 to 2020 income and expenses; there are income/expense spikes in the years when the Health Fusion conference was held; increase in expenses in 2016 was due to spending on the National Awareness Campaign.
- Audited Financial Statement, ending December 31, 2020 were presented; increase in cash was due to increased membership.
- Statement of Operations and Changes in Net Assets, ending December 31, 2020 was presented; line item detail provided; there were only two issues of the Vital Link published in 2020, expenses incurred for third issue; professional fees reflects the monthly retainer for Hill + K as well as the cost of the CANDs communication strategy; savings were realized in travel for 2020 due to a lack of in person meetings.
- The CAND finished 2020 with a surplus and remains in a good financial position.

Questions from the Audience:

Dr. Olivia Chubey, ND – What is the bad debt about?

Shawn O'Reilly responded that the CAND experienced a cheque fraud that occurred in the fall of 2020 on a payment made to one of our suppliers. An individual who changed the name of the recipient intercepted the cheque. Both the police and TD Canada Trust are engaged in an ongoing investigation. To date they have been able to seize approximately \$2300.00 which sum has been returned to the CAND. The CAND continues to work with TD regarding the return of the remaining funds.

Dr. Michael Reiersen, ND – Have we considered purchasing our own office?

Shawn O'Reilly responded that the Board had given it consideration but with the extremely high cost of real estate in Toronto determined it was not feasible. The CAND has a very good rental agreement with its landlord but given the situation with the pandemic, the CAND is considering downsizing the office as staff are working remotely.

Dr. Olivia Chubey, ND – Why would the office have to be in Toronto especially if the CAND moves forward with virtual.

Shawn O'Reilly responded that the CAND is currently committed to a five year lease but this is something that will be discussed at the Board Planning Session.

Appointment of the Auditor

Dr. Fontes, ND requested a motion from the floor for the appointment of the auditor. The CAND is required to perform an annual audit.

Motion: Dr. Walter Fernyhough, 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. Stella Seto, ND seconded. Seventeen members abstained. None opposed. Motion carried.

6. Election of Board Directors

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

Dr. Chris Ford, ND (BC) – 2 year term
Dr. Ann Grimwood, ND (BC) – 2 year term
Dr. Adrianna Hanson, ND (AB) – 2 year term
Dr. Jatish Kaler, ND (AB) – 1 year term
Dr. Tara Lantz, ND (NS) – 1 year term
Dr. Sandra Murphy, ND (NS) – 2 year term
Dr. Robyn Prescott, ND (BC) – 2 year term
Dr. Renee Purdy, ND (NB) – 1 year term
Dr. Mitchell Zeifman, ND (ON) – 1 year term

Two 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. Mark Fontes, ND (ON)
Dr. Rigo Kefferputz, ND (BC)

There being no vacant Board Director positions a call for Nominations was not sent out.

Dr. Fontes, ND requested a motion from the floor for the election of Dr. Mark Fontes, ND and Dr. Rigo Kefferputz, ND for a term of three years.

Motion: Dr. Sherry Wilson ND moved to elect Dr. Mark Fontes, ND and Dr. Rigo Kefferputz, ND for a term of three years. Dr. Dominique Vanier, ND seconded. Five members abstained. None opposed. Motion carried.

Discussion while voting was taking place:

Dr. Ted Sleight, ND asked – How many consecutive terms can a Board member serve? Shawn O'Reilly responded that a Board Director can serve three consecutive terms for a total of nine years on the Board. Once they step away from the Board, they can stand for election again after an absence of one year.

7. Adjournment

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

Motion: Dr. Verna Hunt, ND moved that the meeting be adjourned at 1:45 PM.

8. CAND Communications Strategy and the CAND Journal

An update on the CAND Communications Strategy developed in conjunction with Hill + Knowlton and, the announcement that the Vital Link will transition to the CAND Journal online in the fall followed the business portion of the CAND Annual General Meeting. Dr. Fontes, ND and Shawn O'Reilly answered members' questions.

The meeting concluded at 2:15 PM

Treasurer's Report

Dr. Chris Ford, ND, Treasurer

The 2021 audited financial statements and independent auditors' report are presented in this year's Annual Report and have been posted on the Members Only section of the CAND website.

Based on our strategic planning, the CAND focuses its' resources on five Core Customer groups (Membership, 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.

Due to the ongoing impact of the COVID-19 pandemic on the profession and the association, the CAND Board continued its focus on member support and communications as well as government lobbying on behalf of 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 pandemic, and to ensure fiscal responsibility, the CAND adjusted its planning and budget for 2021 reducing expenses while maintaining a three-month operating reserve. As reflected in the audited financial statements, the CAND finished 2021 with a net surplus of \$154,278. The Statement of Financial Position reports unrestricted net assets of \$677,000 as at December 31, 2021.

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 2021.

**THE CANADIAN ASSOCIATION OF
NATUROPATHIC DOCTORS**

FINANCIAL STATEMENTS

DECEMBER 31, 2021

**THE CANADIAN ASSOCIATION OF
NATUROPATHIC DOCTORS**

FINANCIAL STATEMENTS

DECEMBER 31, 2021

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INDEPENDENT AUDITORS' REPORT

**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, 2021, 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, 2021, 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)

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)

- 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



Chartered Professional Accountants
Licensed Public Accountants

Toronto, Canada
May 3, 2022

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2021

	2021	2020
	\$	\$
ASSETS		
CURRENT		
Cash	945,780	758,424
Accounts receivable	6,293	11,012
Investments (Note 2)	1,000	1,000
Prepaid expenses	398	6,604
	953,471	777,040
EQUIPMENT (Note 3)	2,492	3,784
	955,963	780,824

APPROVED ON BEHALF OF THE BOARD OF DIRECTORS:

 , Dr. Mark Fontes, ND, Chair

 , Dr. Chris Ford, ND, Treasurer

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2021

Page 5

	2021	2020
	\$	\$
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	32,620	48,521
Deferred revenue (Note 4)	232,264	195,319
Government remittances payable	14,079	14,262
	278,963	258,102
NET ASSETS		
Unrestricted net assets	677,000	522,722
	955,963	780,824

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS
 FOR THE YEAR ENDED DECEMBER 31, 2021

	2021	2020
	\$	\$
REVENUES		
Membership fees	781,569	743,726
Product endorsement	27,849	25,151
Publications	20,869	28,858
Interest and sundry	4,945	1,805
Program fees	863	1,135
	836,095	800,675
EXPENSES		
Wages and benefits	256,049	284,154
Professional fees	155,275	228,003
Rent	79,039	73,985
Publications	64,175	51,973
Office and general	35,370	37,432
Board of Directors	18,479	18,000
Visa fees	18,354	24,973
Repairs	12,578	2,425
Website	10,301	7,790
Conferences	9,876	3,346
Telephone and internet	9,278	12,044
Public education	4,578	63
Insurance	3,542	3,542
Printing	3,430	3,911
Amortization	1,293	1,293
Meals and travel	200	15,018
Contribution	-	1,003
Bad debts	-	11,118
	681,817	780,073
EXCESS OF REVENUES OVER EXPENSES FOR THE YEAR	154,278	20,602
NET ASSETS, BEGINNING OF YEAR	522,722	502,120
NET ASSETS, END OF YEAR	677,000	522,722

THE CANADIAN ASSOCIATION OF NATUROPATHIC DOCTORS
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2021

Page 7

	2021	2020
	\$	\$
CASH WAS PROVIDED BY (USED IN):		
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from membership fees	823,233	720,048
Cash receipts from publications	20,869	28,858
Interest received	4,945	1,805
Other cash receipts	28,712	26,286
Cash paid to suppliers and employees	(690,403)	(740,914)
Change in cash	187,356	36,083
Cash, beginning of year	758,424	722,341
Cash, end of year	945,780	758,424

See accompanying notes to the financial statements

PURPOSE OF THE ORGANIZATION

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).

1. 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.

1. **SIGNIFICANT ACCOUNTING POLICIES (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.

2. INVESTMENTS

	2021 \$	2020 \$
Trec Solarshare Co-operative solarshare bond, 5%, matures August 3, 2022.	1,000	1,000

3. EQUIPMENT

	2021		2020	
	Cost \$	Accumulated amortization \$	Cost \$	Accumulated amortization \$
Computer equipment	46,029	43,537	46,029	42,245
Furniture and fixtures	7,174	7,174	7,174	7,174
	53,203	50,711	53,203	49,419
Net book value	2,492		3,784	

Continued...

4. DEFERRED REVENUE

The deferred revenue consist of the following amounts received in advance of the year of service:

	2021	2020
	\$	\$
Membership fees	232,264	195,319
	232,264	195,319

5. RELATED PARTY TRANSACTION

Fees of \$26,716 (2020: \$9,936) 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 \$73,000 as follows:

2022	\$35,000
2023	\$35,000
2024	\$3,000

The Association is also responsible for its share of operating costs, which are estimated at \$40,000 for 2022.

8. MATERIAL UNCERTAINTY - COVID-19

In March 2020, the World Health Organization declared a global pandemic due to the outbreak of the novel Coronavirus (“COVID-19”). The situation is continuously developing, and the economic impact has been substantial to both Canada and the globe. As at May 3, 2022, management is aware of the changes in operations as a result of the pandemic.

Assets and liabilities have been recorded using the best information available at the time of financial statement preparation. The uncertainty due to the pandemic may cause recorded amounts to be different than those realized, and those differences may be material. Estimates could be materially different than actual results.

Government Relations and Communications Report

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

Overview of 2021

2021 saw the world continue to grapple with the COVID-19 pandemic. The Federal Government was faced with making difficult decisions about continuing to limit in-person gatherings, vaccination and travel policies. In the workplace, following 2020, most, including naturopathic doctors, had already figured out how to adapt to these exceptional circumstances, and working remotely, wearing PPE and keeping physical distancing became normal practice. That said, the immense burden placed on the health system by the highly contagious omicron variant of COVID-19 caused the Government to take the unprecedented step of urging Canadians to care for their health outside the traditional healthcare system wherever possible, creating new demand for alternative healthcare supports – such as those provided by naturopathic doctors. This included but was not limited to patients who contracted the omicron variant but also those suffering with long haul COVID-19 residual symptoms.

As a member of the Public Health Agency of Canada's (PHAC) Health and Allied Health Sector Table, the CAND participated in twelve meetings over the course of 2021, providing input on the governments existing and proposed health measures and continuing to advocate for the incorporation of Natural Health Products in the treatment of COVID- 19.

Through the first half of this past year, the Hill + Knowlton team supported the CAND membership by providing real-time updates on what financial supports were being rolled out, or changed, by government and helped the CAND to navigate this period of uncertainty on behalf of members. Our efforts in 2020 to ensure that naturopathic doctors received the relief measures they were entitled to continued in 2021.

The federal government's preoccupation with the pandemic response limited our ability to advance our agenda on cannabis, veteran and indigenous peoples' health benefits and prescribing authorization under the Controlled Drugs and Substances Act in 2021. However, we continued our engagement with the Natural and Non-Pharmaceutical Health Products Directorate (NNHPD) on the development, and eventual release of a standardized Facts Table for NHPs, improved plain language labelling and the proposed Self – Care Regulations over the course of eight technical sessions. In the second half of 2021 when the country began to “re-open” and government began to expand its focus on furthering its agenda in addition to managing the pandemic, the Hill + Knowlton team along with the CAND began a renewed effort of advocacy, focusing in on the Minister of Veterans Affairs Office. As we continue our work with the federal government, we will expand our focus to include the provision of ND coverage for Indigenous populations and continue advocacy for the inclusion of ND prescribing rights for medical cannabis and access to substances under the Controlled Drugs and Substances Act.

Election 2021

The Hill + Knowlton team in partnership with the CAND created an “Election Toolkit” for CAND membership, which included:

- Election Guide
- Leave Behind Product for use by membership following candidate meetings
- Backgrounder document
- Platform Tracker

The toolkit was posted to the CAND website and its posting communicated to the membership through official CAND channels. Its purpose was to encourage membership to meet with their local candidates, prepare them to communicate on issues of importance to the CAND and provide them with the briefing materials for candidates. The CAND also sent out a survey to gauge each party's position on issues of importance including but not limited to: whether their government would consider care by qualified ND's as an option in the spectrum of insured health care services made available to Canadian Veterans; whether their Government would make care by qualified NDs an option on the spectrum of insured health care services made available to Canada's Indigenous people. In addition to this preparatory work, the CAND distributed congratulatory letters to relevant Ministers who were reelected, and then again, once the new 2021 Cabinet was announced. The CAND reached out to the following Ministers and more: the Minister of Health, the Minister of Veterans Affairs, the Minister of Indigenous Services, the Minister of Crown-Indigenous Relations and the Minister of Mental Health and Addictions and Associate Minister of Health.

Working with the Department of Veterans Affairs

With the assistance of the Hill + Knowlton team, the CAND has developed a strong and meaningful relationship with the Minister of Veterans Affairs and the senior members of his team. The goal - to have Naturopathic Doctors included on the list of approved health care professionals providing medical services covered under Veterans Affairs Canada benefits. 2021 saw a major success in this space as the Benefits Review Committee of the department officially added the addition of ND's to its agenda for consideration and deliberation. At the present time, the CAND is engaged in negotiations with the department to ensure that the coverage settled upon is realistic and provides financial relief to veterans who are seeking naturopathic treatments for operational stress injuries, PTSD and other ailments obtained during their service to the country.

Assisting Provinces/Territories

The CAND supports the regulation of naturopathic doctors in all Canadian Provinces and Territories and while the regulation of health care professionals is a Provincial/Territorial responsibility and therefore the mandate of the Provincial/Territorial Associations, the CAND continues to support these efforts with government relations, public affairs and communications advice. Recently, in partnership with the Northwest Territories Association of Naturopathic Doctors (NTAND), the CAND announced that the Government of the Northwest Territories added naturopathic doctors as the first profession regulated under the new *Health and Social Services Professions Act*. The CAND and Hill + Knowlton provided strategic guidance to the NTAND throughout the process as well as communications support (the drafting of the announcement press release) and media training.

Naturopathic Medicine Week

Details of NMW 2021 are outlined in the Chairs Report found in the Annual Report. In advance of Naturopathic Medicine Week 2022 the Hill + Knowlton team undertook an information campaign wherein members of each political party who had either been supportive of naturopathic medicine throughout their parliamentary career, or in their jobs before being elected, were briefed on the work of the CAND and NMW. One such meeting led to an official recognition of NMW in the House of Commons in the form of a Member's Statement. Very few organizations have the support and opportunity to have their work acknowledged in the House of Commons in this way and so it was an immense show of support by key politicians. As the MP said in the House of Commons, "*Focusing on health promotion and disease prevention, NDs work with patients to identify the root causes of disease and to identify all the factors that are affecting their health. Addressing a variety of health concerns, including acute and chronic conditions, naturopathic medicine can ease symptoms and help to reduce the use of prescription medications, making it a valuable complement to conventional treatments.*"

Especially as we emerge from the COVID-19 crisis, I'm asking all members of this House to join me in thanking our naturopathic doctors for all they are doing to help patients in their communities across Canada".

Public Relations/Communication Support Summary

The CAND continued to work in close collaboration with H+K on strategic communication initiatives that support our ongoing implementation of the integrated strategy developed in 2020 and our "Better Health, Together" narrative.

Public Relations

1. Media relations support for recognition of naturopathic doctors being the first profession to receive designation under the Health and Social Services Professions Act
2. Amplification of CANDJ journal launch
3. Endorsement of BC Parks Foundation PaRx Program
4. Updated position statement on immunization
5. Issue monitoring for BC health care workers/ND vaccination rate reporting, CBC Marketplace piece on homeopathics in pharmacies, Klop case, and certification for IV therapy
6. Ongoing media monitoring and issues management counsel, based on emerging issues

Communications

The objectives of our integrated communications strategy are to position naturopathic medicine as a trusted and credible profession in the Canadian healthcare system, and the CAND as its leading convener and voice at the national level. Some highlights of how we have continued to bring this strategy to life include:

- Continued to nurture social media following growth and audience engagement through strategic content development and deployment – based on our *Better Health, Together* narrative. Social following has grown by 1,000 across all channels since September 2020.
- Tailored social media content to highlight advocacy priorities during the 2021 Federal Election
- Development of ND Perspectives content in partnership with members that highlights NDs as part of integrated healthcare teams (posted on CAND website)
- Completed an audit of the CAND.ca website and confirming recommendations for the website's refresh and enhanced security
- Reached more than 1 million Canadians during Naturopathic Medicine Week 2022 campaign, building on the success of the 2021 campaign with expanded/enhanced content and creative
- Showcased naturopathic medicine students and why they are passionate about their chosen profession

We continue to have a great story to tell. Proactive, purpose-driven storytelling is allowing us to engage with Canadians in more authentic and powerful ways. We look forward to continuing to champion "Better Health, Together" in our communications and government relations efforts as we move forward. In the coming year we will undertake a review of the strategy to guide next stage priorities and activities as we emerge from the pandemic period.

CAND Corporate Partners 2021

PLATINUM LEVEL

Atrium Innovations
Doctor's Data Inc.
Restorative Formulations
Rocky Mountain Analytical

GOLD LEVEL

Boiron Canada
Promedics Neutraceuticals Ltd.
Surgically Clean Air
TD Insurance
Vitazan Herbs & Vitamins Inc.

SILVER LEVEL

Bio Lonreco Inc.
Precision Analytical Inc.
TruBalance Healthcare

BRONZE LEVEL

Bona Dea Ltd
Partners Indemnity