Consolidated Financial Statements of

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT

March 31, 2005

Deloitte

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AUDITORS' REPORT

To the Members of International Institute for Sustainable Development

We have audited the consolidated statement of financial position of International Institute for Sustainable Development as at March 31, 2005 and the consolidated statements of operations, changes in net assets and cash flows for the year then ended. These financial statements are the responsibility of the Institute's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the Institute as at March 31, 2005 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Chartered Accountants

Winnipeg, Manitoba May 13, 2005

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INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Consolidated Statement of Financial Position

March 31, 2005

	2005	2004
ASSETS		
CURRENT		
Cash (Note 7(b))	\$ 1,126,258	\$ 1,350,169
Marketable securities (Note 4)	5,426,563	6,456,049
Accounts receivable	5,909,963	5,107,736
Prepaid expenses and deposits	74,123	132,529
	12,536,907	13,046,483
CAPITAL ASSETS (Note 5)	308,751	231,222
	\$ 12,845,658	\$ 13,277,705
CURRENT Accounts payable and accrued liabilities Deferred revenue (Note 6)	\$ 1,088,067 5,071,130 6,159,197	\$ 1,105,660 5,491,513 6,597,173
COMMITMENTS (Note 7)		
NET ASSETS		
Net assets invested in capital assets	308,751	231,222
Reserve for program development	3,565,301	3,730,280
Reserve for long-term development	1,456,997	1,479,372
Innovation Fund (Note 3)	317,400	-
Unrestricted net operating assets	1,038,012	1,239,658
	6,686,461	6,680,532
	\$ 12,845,658	\$ 13,277,705

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT

Consolidated Statement of Changes in Net Assets

	Net Assets Invested in Capital Assets	Reserve for Program Development	Reserve for Long-Term Development	Innovation Fund	Unrestricted Net Operating Assets	Total 2005	Total 2004
BALANCE, BEGINNING OF YEAR	\$ 231,222	\$ 3,730,280	\$ 1,479,372	\$ -	\$ 1,239,658	\$ 6,680,532	\$ 6,678,008
Excess of contributions over grants awarded	-	-	-	317,400	-	317,400	-
Excess of (expenses over revenue) revenue over expenses	(151,953)	-	-	-	(159,518)	(311,471)	2,524
Investment in capital assets	229,482	-	-	-	(229,482)	-	-
Internally imposed restriction BALANCE, END OF YEAR	- \$ 308,751	(164,979) \$ 3,565,301	(22,375) \$ 1,456,997	- \$ 317,400	187,354 \$ 1,038,012	- \$ 6,686,461	\$ 6,680,532

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Consolidated Statement of Operations

	0005	0004
	2005	2004
REVENUE (Notes 2(b) and 3)		
Designated grants	\$ 8,764,270	\$ 9,569,403
Operating grants	2,153,696	2,105,261
Innovation Fund	2,079	-
Interest	246,930	291,065
Other revenue	20,111	29,422
TOTAL REVENUE	11,187,086	11,995,151
	, ,	, ,
EXPENSES (Schedule 1)		
Projects		
Trade and Investment	3,747,824	3,786,269
Reporting Services	2,569,681	2,503,410
Climate Change and Energy	1,340,347	1,724,923
Knowledge Communications	1,092,505	983,475
Measurement and Indicators	612,023	754,315
Natural Resources Management	494,268	558,682
Economic Policy	383,407	516,728
New Project Development	165,729	78,338
Innovation Fund	2,079	-
	10,407,863	10,906,140
Administration	684,695	671,213
Fund Development and Outreach	269,603	275,297
Board	136,396	139,977
TOTAL EXPENSES	11,498,557	11,992,627
EVOCACE (EVDENOCA OVER DEVENUE)		
EXCESS OF (EXPENSES OVER REVENUE)	(044 474)	0.504
REVENUE OVER EXPENSES	(311,471)	2,524
APPROPRIATION FROM (TO) NET ASSETS		
Net assets invested in capital assets	(77,529)	9,527
Reserve for program development	164,979	78,338
Reserve for long-term development	22,375	(16,882)
	,	(-,- 3 - /
(DECREASE) INCREASE IN NET OPERATING ASSETS	(201,646)	73,507
NET OPERATING ASSETS, BEGINNING OF YEAR	1,239,658	1,166,151
NET OPERATING ASSETS, END OF YEAR	\$ 1,038,012	\$ 1,239,658

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Consolidated Statement of Cash Flows

	2005	2004
CASH PROVIDED BY OPERATIONS		
Designated Grants (Schedule 2)		
Government of Canada	\$ 2,228,163	\$ 1,607,337
Governments of provinces	245,628	137,940
Governments of other nations	4,460,127	4,777,967
United Nations agencies	650,298	961,597
International organizations	437,016	781,902
Philanthropic foundations	221,982	247,621
Private sector and other	305,152	429,972
Operating Grants		
Government of Canada		
Environment Canada	200,000	200,000
Canadian International Development Agency	750,000	1,250,000
Government of Manitoba	853,696	905,261
International Development Research Centre	100,000	-
Innovation Fund	365,000	-
Total Operating and Designated Grants	10,817,062	11,299,597
Decrease (increase) in accounts receivable	(802,227)	1,282,876
Other Revenue	17,886	25,146
	10,032,721	12,607,619
Cash used in operating activities	(11,305,791)	(12,100,810)
NET CASH (USED IN) PROVIDED	(4.070.070)	500.000
BY OPERATING ACTIVITIES	(1,273,070)	506,809
CASH PROVIDED BY INVESTMENTS		
Interest for long-term development	246,930	291,065
Purchase of capital assets	(229,482)	(160,764)
Proceeds from disposal of capital assets	2,225	4,276
NET CASH PROVIDED BY INVESTING ACTIVITIES	19,673	134,577
/		
NET (DECREASE) INCREASE IN CASH AND	(4.050.007)	0.44.000
MARKETABLE SECURITIES	(1,253,397)	641,386
CASH AND MARKETABLE SECURITIES,	7 000 040	7.404.000
BEGINNING OF YEAR CASH AND MARKETABLE SECURITIES, END OF YEAR	7,806,218 \$ 6,552,821	7,164,832 \$ 7,806,218
OAGITAND WANTETABLE GEOGRITIES, END OF TEAR	φ 0,332,021	ψ 1,000,210
Represented by:		
Cash	\$ 1,126,258	\$ 1,350,169
Marketable securities	5,426,563	6,456,049
	\$ 6,552,821	\$ 7,806,218
	•	

March 31, 2005

1. INCORPORATION, MANDATE AND TAX STATUS

The International Institute for Sustainable Development (IISD) was incorporated on March 15, 1990 as a corporation without share capital under Part II of the Canada Corporations Act. It commenced operations shortly thereafter at its head office in Winnipeg, Manitoba, Canada.

IISD is a registered charity in Canada. It is also exempt from U.S. income tax under paragraph 501(c)(3) of the Internal Revenue Code.

The vision of IISD is better living for all – sustainably. Its mission is to champion innovation, enabling societies to live sustainably.

2. SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles and include the following significant accounting policies:

a) Principles of consolidation

These consolidated financial statements include the assets, liabilities, net assets, revenues, expenses, and other transactions of IISD Business Trust and IISD Solutions, both of which are controlled by IISD. All material inter-company transactions and balances and results of operations have been eliminated upon consolidation.

IISD Business Trust carries on consulting and other business activities consistent with the mandate of IISD. IISD Solutions is a corporation without share capital incorporated under Part II of the Canada Corporations Act and is the trustee of IISD Business Trust. IISD appoints the members of IISD Solutions and, according to the terms of the IISD Business Trust, all resources of the Trust must be provided to IISD as the Trust's sole beneficiary.

b) Revenue recognition

i) Operating grant revenue

Operating grants are subject to the condition that they must be expended in accordance with the mandate of IISD. Operating grant revenue is recorded in the annual amounts prescribed in the funding agreements. Any additional amounts received under current grant agreements are reflected as deferred revenue.

ii) Designated grant revenue

Designated grants must be expended in accordance with the donor's designation. Revenue for grants designated for specific current activities is recorded in the accounts as the related expenses are incurred. Designated grant commitments for specific future activities are reflected as deferred revenue. Revenue for grants designated generally for use in program or long-term development activities is recorded in the accounts in the year in which the grant is awarded.

iii) Innovation Fund revenue

Revenue for Innovation Fund projects is recorded in the accounts as the related expenses are incurred.

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

b) Revenue recognition (continued)

iv) Interest income

Interest income is recorded on an accrual basis, net of amortization of discounts or premiums on the purchase of bonds.

c) Marketable securities

Marketable securities are carried at amortized cost plus accrued interest. Discounts or premiums on the purchase of bonds are amortized on a straight-line basis over the investment's remaining term.

d) Capital assets

Capital asset expenditures are recorded at cost. Amortization, which is based on the cost less the residual value over the useful life of the asset, is computed using the straight-line method over the following terms:

Computer systems Equipment Leaseholds 3 years, no residual 10 years, 5% residual Initial term plus one renewal

e) Publication production costs

Publication production costs are expensed in the year in which the publication is printed.

f) Foreign currencies

Amounts denominated in a foreign currency are translated to Canadian dollars as follows:

Monetary balances, including cash, marketable securities, accounts receivable, accounts payable and accrued liabilities, and deferred revenue are translated at the year-end exchange rate.

Non-monetary balances, including prepaid expenses and capital assets are translated at the exchange rate prevailing at the date of the transaction.

Revenue and expenses are translated at the rate of exchange prevailing at the time of the transaction. Exchange gains or losses on translation of foreign currencies are included in net income.

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

g) Use of estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these estimates.

3. FUNDING ARRANGEMENTS

Designated grants

IISD receives funding from a variety of public and private sources to finance specific projects relating to its strategic objectives. Projects may carry on over more than one year. The related designated grants are recorded when the funding commitment is made and recognized in revenue as the projects progress. A comparative summary of designated grant funding committed during the year is as follows:

	Funding Commitments					
		2005		2004		
		(\$ 000's)		(\$ 000 's)		
Governments and agencies		,		,		
Canada	\$	2,474	\$	1,745		
International		4,460		4,778		
		6,934		6,523		
United Nations agencies		650		962		
International organizations		437		782		
Philanthropic foundations		222		248		
Private sector and other		305		430		
	\$	8,548	\$	8,945		

3. FUNDING ARRANGEMENTS (Continued)

Designated grants and other revenue which includes publication sales, cost recoveries and, in the case of Administration, Fund Development and Outreach the unrealized foreign exchange loss recognized at March 31 in the amount of \$84 thousand (2004 - \$174 thousand), are summarized by activity area as follows:

Activity Area	Other Revenue (\$000's)	_	Designated Grants (\$000's)	 Total (\$000's)
Trade and Investment	\$ 12	\$	3,258	\$ 3,270
Reporting Services	17		2,567	2,584
Climate Change and Energy	14		1,095	1,109
Knowledge Communications	7		908	915
Measurement and Indicators	13		469	482
Natural Resources Management	6		229	235
Economic Policy	11		236	247
Innovation Fund	2		-	-
Administration, Fund Development				
and Outreach	(60)		2	(58)
	\$ 22	\$	8,764	\$ 8,784

Innovation Fund

During the year the Board of Directors established the IISD Innovation Fund to receive contributions from donors, which are to be used in developing new ideas for a better world and to meet the needs of the future. The Innovation Fund provides IISD's researchers with "intellectual venture capital" to push the boundaries of innovation with a flexibility that is typically not present in conventional funding mechanisms. Grants are awarded to specific Innovation Fund projects through a formal review process using pre-set criteria.

3. FUNDING ARRANGEMENTS (Continued)

Summary of Innovation Fund activity from inception to March 31, 2005	
Contributions:	(\$000's)
Alcan Inc. Anonymous The Great West Life Assurance Company Investors Group Manitoba Hydro	\$ 90 75 75 75 75
	390
Grants awarded to projects:	
Human Development and Ecosystem Report Identify Environment and Security Challenges in China Governance and Accountability Challenges for Non-Legal Entities Natural Disasters and Resource Rights Building Capacity for Sustainable Development in North Korea	25 15 13 13 7 7
Innovation Fund balance at March 31, 2005	\$ 317

Operating grants

IISD has entered into renewed funding arrangements with the Government of Canada (Environment Canada and the Canadian International Development Agency (CIDA)). The arrangement with CIDA provides operating grants for the five year period April 1, 2000 to March 31, 2005. Environment Canada renews its contribution annually. IISD also entered into a renewed five-year funding agreement with the Government of Manitoba which covers the period from April 2001 to March 31, 2006. It includes a core operating grant component aggregating \$4,583,600 plus specific project funding of up to an additional \$1,145,900 over the period. During the year IISD was awarded a grant in the amount of \$200,000 by the International Development Research Centre (IDRC). This grant is payable in equal instalments over two years.

A summary of the operating grant funding is as follows:

	Co	Funding ommitment (\$000's)		Funding 2005 (\$0		orded ior years	Cor <u>Re</u>	unding nmitment maining \$000's)
Government of Canada	_		_		_		_	
Environment Canada	\$	1,000	\$	200	\$	800	\$	-
Canadian International								
Development Agency		5,000		1,000		4,000		0
Government of Manitoba		4,584		854		2,928		802
International Development								
Research Centre		200		100		-		100
Operating grant revenue								
(Note 2(b)(i))	\$	10,784	\$	2,154	\$	7,728	\$	902

4. MARKETABLE SECURITIES

Marketable securities include investments in fixed rate debt instruments having a credit rating which is comparable to those issued or guaranteed by the governments of Canada, its provinces, or large Canadian chartered banks. Maturities range from one month to thirty-five months based on expected future cash flow requirements. Investments are normally held to maturity.

A summary of marketable securities is as follows:

<u>Maturity</u>	<u>Car</u>	rying Value (\$000's)	Market Val (\$000's)		
		(φυυυ s)		(\$000 \$)	
2006	\$	2,875	\$	2,861	
2007		2,252		2,290	
2008		300		301	
	\$	5,427	\$	5,452	

5. CAPITAL ASSETS

The categories of capital assets and components of net assets invested in capital assets are summarized as follows:

	2005			 20	2004		
			Accun	nulated		Accui	mulated
		Cost	Amort	<u>ization</u>	 Cost	Amoi	<u>tization</u>
	(\$000's)			(\$0	000's)		
Computer systems	\$	2,007	\$	1,860	\$ 1,882	\$	1,736
Equipment		657		572	645		560
Leaseholds		160		83	82		82
		2,824		2,515	2,609		2,378
Net book value	·	\$	309		\$	231	

6. DEFERRED REVENUE

The amount by which recorded funding commitments exceed the revenue recognized as Designated or Operating grants is reflected as deferred revenue. Innovation Fund deferred revenue is the difference between the amount of the grants awarded (Note 3) and the costs incurred to March 31, 2005. The principal components of deferred revenue are summarized below:

	<u>2005</u> (\$000's)			<u>2004</u> \$000's)
Designated grants Government agencies Canada International United Nations agencies International organizations Philanthropic foundations Private sector and other	\$	1,282 2,992 253 161 177 135	\$	923 3,382 288 271 225 153
		5,000		5,242
Operating grants Government agencies Canada				250
Innovation Fund	\$	71 5,071	\$	5,492

7. COMMITMENTS

a) IISD is obligated to make payments under various operating leases over the next five years as follows:

2006	\$ 164
2007	158
2008	155
2009	154
2010	105

(\$000's)

b) IISD Solutions has an operating line of credit in the maximum amount of \$250,000. At March 31, 2005, there was a balance of \$8,476 (2004 - \$18,963) outstanding against this credit facility which has been consolidated in the accounts of the Institute.

8. FINANCIAL INSTRUMENTS

Interest rate risk

Interest rate risk is the risk that arises from fluctuations in interest rates, and the degree of volatility of these rates. This risk is addressed by staggering investment terms to correlate with expected future cash flow requirements. IISD does not use derivative instruments to manage its exposure to interest rate risk.

Credit risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. IISD's credit risk is managed through an investment policy which restricts its investment to fixed rate debt instruments having a credit rating which is comparable to those issued or guaranteed by the government of Canada, its provinces, or large Canadian chartered banks. Credit risk related to IISD's accounts receivable is mitigated by the fact that the receivables are comprised of amounts due from numerous public and private sector entities which are identified in Schedule 2.

Currency risk

Currency risk is the risk that arises from fluctuations in currency exchange rates, and the degree of volatility of these rates. A significant portion of IISD's expenditures are in U.S. and other currencies, thus reducing its exposure to anticipated levels of net foreign currency inflow. IISD does not use derivative instruments to manage its exposure to currency risk.

Fair value

The carrying values of cash, accounts receivable and accounts payable and accrued liabilities approximates their fair values due to their short-term to maturity. The fair value of marketable securities is disclosed in Note 4.

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Schedule of Operations By Activity Area (\$000's) For the Year Ended March 31, 2005

The following table summarizes expenses incurred in each of the IISD's activity areas:

					С	limate																	Fund							
	Т	rade			С	hange				Measureme	nt	Natura	al			N	lew					De	velopmer	ıt						
	á	and	Re	oorting		and	Kno	owledge		and		Resour	се	Ecor	nomic	Pro	oject	Inr	novation				and				2005		2004	4
	Inve	stment	Se	rvices	E	nergy	Comm	nunicatio	ns	Indicators		Manager	nent	Po	olicy	Devel	opment		Fund	Adminis	stration	С	Outreach		Board		Total		Tota	ıl
Revenue (Note 3)	\$	3,270	\$	2,584	\$	1,109	\$	9	14	\$ 48	32	\$	237	\$	247	\$	1	\$	2	\$	(60)	\$	-	\$	-	\$	8,78	86 \$	9,	,599
Personnel		1,462		358		779		4	00	39	95		339		255		111		2		560		152	2		-	4,81	3	4,	,912
Consulting		1,200		998		222			25		18		41		39		29		-		-		19			-	3,02			,415
Travel		386		963		172			52		71		59		38		15		-		30		29			-	1,91			,889
Rent		147		53		41			24	2	29		20		17		-		-		34		10)		-	37	5		325
Supplies and																														
other		94		56		31			27	2	22		13		11		-		-		32		20			-	30			261
Publishing		37		31		25			3		6		3		6		2		-		-		29	9		-	14	2		195
Amortization of																														
capital assets		35		43		17			13		12		10		7		-		-		10		4			-	15			170
Meetings		315		-		10			24		10		2		1		3		-		1			2		-	36			427
Telecommunications		55		68		34			19	•	16		5		6		4		-		11		4	1		-	22			208
Board		-		-		-			-		-		-		-		-		-		-			-	13	6	13	6		140
Research																														
materials		16		-		9			5		5		4		3		-		-		7			-		-		19		51
Total expenses		3,747		2,570		1,340		1,0	92	6	4		496		383		164		2		685		269	9	13	6	11,49	8	11,	,993
Excess of (expenses ove	er																													
designated grants																														
and other revenue)																														
designated grants																														
and other revenue over																														
		(477)	•	4.4	Φ.	(004)	Φ.	- /4	70\	ф <i>(4)</i>	١٥١	Φ /	050)	•	(400)	Φ.	(4.00)	Φ.		Φ.	(745)	Φ.	(00)	ν Φ	(40	۵۱ 🏚	(0.7)	<u> </u>	/0	20.4
expenses	\$	(477)	\$	14	\$	(231)	\$	(1	78)	\$ (13	32)	\$ (259)	\$	(136)	\$	(163)	\$	-	\$	(745)	\$	(269	9) \$	(13	6) \$	(2,71	2) \$	(2,	,394)
																Evces	s of evo	ance	s over de	signated	arante fi	unde	d hv:							
																			over de	Signated	grants it	unacı	а Бу.				2,15	:4	2	10E
																-	ting grar	แอ												,105
																Interes	st										24	.7		291
																Exces	s of (exp	ense	es over re	venue)						_				
																reve	nue ove	r exp	enses							\$	(31	1) \$		2

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Schedule of Designated Grants Committed (\$000's)

Government of Canada (and Agencies)		
International Development Research Centre (IDRC)	\$	1,228
Department of Foreign Affairs and International Trade	Ψ	405
Natural Resources Canada		154
Agriculture and Agri-Food Canada		152
Canadian International Development Agency (CIDA)		137
Human Resources Development Canada		56
Environment Canada		41
Health Canada		30
Indian & Northern Affairs		25
		2,228
Governments of provinces		
Manitoba		191
Ontario		28
Alberta		17
British Columbia		7
Prince Edward Island		3
		246
Governments of other nations		
Switzerland	4.050	
State Secretariat for Economic Affairs (SECO)	1,356	
Swiss Agency for Development and Cooperation (SDC)	872	0.040
Swiss Agency for the Environment, Forests and Landscape	121	2,349
Norway	404	
Ministry of Foreign Affairs	121	
Ministry of the Environment NORAD	85 484	200
European Commission	<u>184</u> 271	390 271
Germany		211
Ministry of Environment	98	
German Society for Technical Cooperation (GTZ)	48	
Ministry for Economic Cooperation and Development (BMZ)	94	240
United States		
USAID	188	188
France		
Ministry of Foreign Affairs	115	
Institut de l' Energie et de l' Environnement de la Francophonie	65	180
Spain	132	132
Netherlands		
Ministry of Housing	91	
Ministry of Agriculture, Nature, & Food Quality	25	116
Sweden		
Swedish International Development Agency	14	
Ministry of Foreign Affairs	69	
Ministry of Environment	12	
Ministry of Sustainable Development	17	112
Italy		98
Japan		91
Australia		74

INTERNATIONAL INSTITUTE FOR SUSTAINABLE DEVELOPMENT Schedule of Designated Grants Committed (\$000's)

Denmark	71
Austria	50
Taiwan	46
Finland	40
Other	12
	4,460
United Nations agencies	
United Nations Environment Programme (UNEP)	518
United Nations Framework Convention on Climate Change (UNFCCC)	102
Other	 30
	 650
International organizations	
World Bank	117
The World Conservation Union (IUCN)	77
International Tropical Timber Organization	63
Institut Français de la Biodiversite (IFB)	39
World Wildlife Fund for Nature	37
Organization For Economic Co-operation and Development (OECD)	34
International Food Policy Research Institute (IFPRI)	29
World Health Organization	20
Other	 21
Direction of the second of the	 437
Philanthropic foundations	
Ford Foundation	65
Rockefeller Foundation	66
Walter & Duncan Gordon Foundation	47
The Atkinson Foundation	35
Other	9
	 222
Private sector and other	
Other (sum of amounts under \$25 thousand)	115
B. C. Hydro	75
Transcanada Pipelines	50
Intermediate Technology Development Group	37
Climate Change Central	28
	 305
	\$ 8,548