

BALANCE FOR BLIND ADULTS

FINANCIAL STATEMENTS

MARCH 31, 2024

HILBORNLLP



Independent Auditor's Report

To the Members of BALANCE For Blind Adults

Qualified Opinion

We have audited the financial statements of BALANCE For Blind Adults (the "Organization"), which comprise the balance sheet as at March 31, 2024, and the statements of revenues and expenses, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2024, 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 Qualified Opinion

In common with many similar organizations, the Organization derives revenues from fund-raising events and donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Organization. Therefore, we were not able to determine whether, as at and for the year ended March 31, 2024, any adjustments might be necessary to revenues and excess of revenues over expenses reported in the statement of revenues and expenses, and assets and net assets reported in the balance sheet.

Our audit opinion on the financial statements for the year ended March 31, 2023 was modified because of the possible effects of this scope limitation.

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 Organization 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 qualified opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the 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 ability of the Organization 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 Organization or to cease operations, or has no realistic alternative but to do so.

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



Independent Auditor's Report (continued)

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 the 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.
- 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 internal control of the Organization.
- 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 ability of the Organization 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 Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

A handwritten signature in black ink that reads "Hilborn LLP".

Toronto, Ontario
June 18, 2024

Chartered Professional Accountants
Licensed Public Accountants


BALANCE FOR BLIND ADULTS

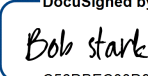
Balance Sheet

March 31	2024 \$	2023 \$
ASSETS		
Current assets		
Cash	50,556	14,663
Investments (note 3)	511,609	475,880
HST receivable	11,209	8,229
Accounts receivable	8,711	2,706
Prepaid expenses and deposits	-	3,388
	582,085	504,866
Long-term assets		
Capital assets (note 4)	-	5,314
	582,085	510,180
LIABILITIES		
Current liabilities		
Accounts payable and accrued liabilities	72,836	36,613
Due to Ontario Health (note 5)	61,120	61,120
Deferred revenue (note 6)	76,663	47,005
	210,619	144,738
Long term liabilities		
Deferred capital contributions (note 7)	-	5,314
	210,619	150,052
NET ASSETS		
General fund	356,319	345,281
Colin Haines fund	15,147	14,847
	371,466	360,128
	582,085	510,180

The accompanying notes are an integral part of these financial statements

Approved on behalf of the Board:

Director Keith Gordon  Signed by:
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Director Bob stark  DocuSigned by:
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BALANCE FOR BLIND ADULTS

Statement of Revenues and Expenses

Year ended March 31	2024 \$	2023 \$
Revenues		
Ontario Health - Service	574,852	547,478
Donations - unrestricted	77,584	93,279
Summer student and other grants (note 6)	144,128	59,360
Investment income (note 3)	21,574	6,180
Amortization of deferred capital contribution (note 7)	5,314	5,315
	823,452	711,612
Expenses		
Salaries	421,185	360,414
Employee benefits	62,818	66,105
Staff travel	2,123	3,319
Staff training and fees	6,623	2,392
Memberships and accreditation	3,798	2,864
Supplies	6,061	2,431
Internet and website	21,110	11,901
Rent	24,846	39,411
Maintenance - premises	4,148	6,751
Insurance	3,764	3,570
Telephone	8,279	13,220
Marketing and communications	232	529
Office expenses	3,740	7,384
Audit, accounting and professional fees	23,732	28,769
Bank charges	2,269	1,260
Fundraising	-	489
Amortization	5,314	5,315
Training centre and other funded expenses	2,519	6,472
Grant expenses	147,224	58,922
Consulting fees	52,114	48,026
Other expenses	10,215	22,701
	812,114	692,245
Excess of revenues over expenses for the year	11,338	19,367

The accompanying notes are an integral part of these financial statements

BALANCE FOR BLIND ADULTS

Statement of Changes in Net Assets

Year ended March 31

	2024		
	General Fund	Colin Haines Fund	Total
	\$	\$	\$
Balance at beginning of year	345,281	14,847	360,128
Excess of revenues over expenses	11,338	-	11,338
Allocation of investment income			
Income distribution	(300)	300	-
	356,319	15,147	371,466

	2023		
	General Fund	Colin Haines Fund	Total
	\$	\$	\$
Balance at beginning of year	326,079	14,682	340,761
Excess of revenues over expenses	19,367	-	19,367
Allocation of investment income			
Income distribution	(165)	165	-
	345,281	14,847	360,128

The accompanying notes are an integral part of these financial statements

BALANCE FOR BLIND ADULTS

Statement of Cash Flows

Year ended March 31	2024 \$	2023 \$
Cash flows from operating activities		
Excess of revenues over expenses	11,338	19,367
Change in non-cash working capital balances from operations:		
Increase in accounts receivable	(6,005)	-
Increase in HST receivable	(2,980)	(2,202)
Decrease in prepaid expenses and deposits	3,388	-
Increase in accounts payable and accrued liabilities	36,223	4,342
Increase in deferred revenue	29,658	29,730
	71,622	51,237
Cash flows from investing activities		
Proceeds on disposal of mutual funds and redemption of GIC	231,685	171,686
Cost of purchases and reinvestments in mutual funds and GIC	(267,414)	(237,738)
	(35,729)	(66,052)
Net change in cash	35,893	(14,815)
Cash, at beginning of year	14,663	29,478
Cash, at end of year	50,556	14,663

The accompanying notes are an integral part of these financial statements

BALANCE FOR BLIND ADULTS

Notes to Financial Statements

March 31, 2024

Nature of operations

BALANCE For Blind Adults (the "Organization" or "BALANCE") is a non-profit organization incorporated without share capital under the laws of the Province of Ontario. The Organization is a registered charity under the Income Tax Act (Canada) and accordingly is exempt from income taxes. BALANCE provides customized training and support to facilitate optimal independence and community engagement for persons who are blind or living with sight loss and who often have complex needs.

1. Significant accounting policies

These financial statements have been prepared using Canadian accounting standards for not-for-profit organizations and are in accordance with Canadian generally accepted accounting principles. These financial statements have been prepared within the framework of the significant accounting policies summarized below:

(a) Ontario Health - Financial support

Ontario Health provides financial support to the Organization under the terms and conditions of the Multi-Sector Service Accountability Agreement ("MSAA") for the period from April 1, 2023 to March 31, 2024. These financial statements reflect approved funding arrangements under the MSAA, together with estimated adjustments, if any, on year end settlement.

(b) General fund

The general fund is an unrestricted fund and reflects the day to day operations of the Organization.

(c) Colin Haines fund

Colin Haines Fund is an internally restricted fund and established to enable the Organization to provide its client with a small amount of financial assistance to support them in participating in community activities or purchasing items they otherwise could not afford. This fund is administered and overseen by the Executive Director of BALANCE. The monies restricted for the Colin Haines Fund are invested in mutual funds in a segregated investment account.

(d) Revenue recognition

The Organization follows the deferral method of accounting for contributions which include government grants, donations and other contributions.

Operating grants and other grants are recorded in the year to which they relate. Grants subject to externally imposed restrictions are initially recorded as deferred revenue and are subsequently recognized as revenue in the period in which the related expenses are incurred or other grant requirements are satisfied. Grants approved but not received at the end of an accounting period are accrued.

Unrestricted grants and donations are recognized in revenue when received. Restricted grants and donations are recognized in revenue as the related expenses incurred. Amounts unspent at the end of the reporting period are deferred to the following period.

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

1. Significant accounting policies (continued)

(d) Revenue recognition (continued)

Revenues from general fundraising events are recognized in the period in which the event takes place. Funds received from the fundraising events for specific purposes are recognized as revenue when the funds are used for the purposes specified during the fundraising event.

Investment income includes distributions from mutual funds, interest and realized and unrealized gains and losses from investments. Mutual fund distributions are recognized when declared. Interest is recognized as earned. Realized gains and losses on disposals of investments are recognized when the transactions occur. Unrealized gains and losses which reflect the changes in fair value during the period are recognized at each reporting date and are included in the statement of revenues and expenses in the current year.

(e) Investments

Investments comprise of guaranteed investment certificates ("GIC"), which are measured at amortized cost, and mutual funds, which are measured at fair value.

(f) Capital assets

Capital assets are recorded at cost and depreciated over their estimated useful lives on the straight line basis at the following annual rates:

Computer equipment	25%
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The above rates are reviewed annually to assess ongoing appropriateness. Any changes are adjusted on a prospective basis. If there is an indication that the assets may be impaired, an impairment test is performed that compares carrying amount to net recoverable amount. There were no impairment indicators in 2024.

(g) Deferred capital contributions

Externally restricted contributions for the acquisition of capital assets that will be depreciated or amortized are deferred and amortized over the life of the related capital assets. Externally restricted contributions that have not been expended are recorded as part of deferred capital contributions on the balance sheet.

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

1. **Significant accounting policies (continued)**

(h) **Financial assets and liabilities**

The Organization initially measures financial assets and liabilities at fair value. The Organization subsequently measures all financial assets and financial liabilities at amortized cost except for investments in mutual funds, which are measured at fair value.

Financial assets and liabilities measured at amortized cost include cash, investments in GIC, accounts receivable, accounts payable and accrued liabilities and due to Ontario Health.

Amortized cost is the amount at which a financial asset or financial liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortization of any difference between that initial amount and the maturity amount, and minus any reduction for impairment.

At the end of each year, the Organization assesses whether there are any indications that a financial asset measured at amortized cost may be impaired. Objective evidence of impairment includes observable data that comes to the attention of the Organization, including but not limited to the following events: significant financial difficulty of the issuer; a breach of contract, such as a default or delinquency in interest or principal payments; and bankruptcy or other financial reorganization proceedings.

When there is an indication of impairment, the Organization determines whether a significant adverse change has occurred during the year in the expected timing or amount of future cash flows from the financial asset.

When the Organization identifies a significant adverse change in the expected timing or amount of future cash flows from a financial asset, it reduces the carrying amount of the financial asset to the greater of the following:

- the present value of the cash flows expected to be generated by holding the financial asset discounted using a current market rate of interest appropriate to the financial asset, and
- the amount that could be realized by selling the financial asset at the statement of financial position date.

Any impairment of the financial asset is recognized in income in the year in which the impairment occurs.

When the extent of impairment of a previously written-down financial asset decreases and the decrease can be related to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed to the extent of the improvement, but not in excess of the impairment loss. The amount of the reversal is recognized in income in the year the reversal occurs.

(i) **Contributed goods and services**

Donated goods and services are not recorded in the accounts of the Organization, except when fair value of such goods and services can reasonably be estimated and when the goods and services would otherwise have been purchased by the Organization.

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

1. **Significant accounting policies (continued)**

(j) **Use of estimates**

The preparation of financial statements in conformity 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, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Actual results could differ from these and other estimates, the impact of which could be recorded in future affected periods.

2. **Financial instrument risk management**

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the Organization's risk exposure at the balance sheet date.

Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Financial instruments subject to credit risk include cash, accounts receivable and investments in GIC. Credit risk with respect to cash and investments in GIC is minimized by maintaining its cash accounts and investments in GIC with a Canadian chartered bank. Accounts receivable are comprised of property tax rebate. The Organization is not exposed to significant credit risk on its accounts receivable.

Liquidity risk

Liquidity risk is the risk that the Organization will encounter difficulty in meeting obligations associated with financial liabilities. The Organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities, due to Ontario Health and lease commitments. The Organization expects to meet these obligations as they come due using the operating grants it receives from Ontario Health and other funders and from cash flows from operations.

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 risk: currency risk, interest rate risk and other price risk. The Organization is not exposed to currency risk. The Organization is exposed to interest rate risk and other price risk.

i) **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 Organization is exposed to interest rate risk with respect to its interest bearing financial instruments being cash held in the bank and investments in interest bearing financial instruments. The Organization holds investments in GIC. Details of the investments are disclosed in note 3.

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

2. Financial instrument risk management (continued)

ii) Other price risk

Other price risk is the risk that changes in market prices of equity securities will cause fluctuations to the fair values and cash flows of the Organization's financial instrument holdings. The Organization invests in mutual funds. Details of the investments are disclosed in note 3.

Changes in risk

There have been no significant changes in the risk profile of the financial instruments of the Organization from that of the prior year.

3. Investments and investment income

Details of investments held at year end are as follows:

	2024	2023
	\$	\$
Cash at broker	1,142	1,142
Bank GICs at amortized cost, 1.75% to 4.00% per annum, due June 5, 2024, August 23, 2024, December 15, 2024, and January 11, 2025 (2.25% to 3.25% per annum, due September 1, 2023, December 15, 2023, and January 11, 2024)	256,434	231,686
Mutual funds at fair value	254,033	243,052
	<u>511,609</u>	<u>475,880</u>

Details of investment income are as follows:

	2024	2023
	\$	\$
Distributions from mutual fund and interest income	21,574	6,180

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

4. Property and equipment

	2024		
	Cost	Accumulated	Net Book
	\$	Amortization	Value
		\$	\$
Computer equipment	21,259	21,259	-

	2023		
	Cost	Accumulated	Net Book
	\$	Amortization	Value
		\$	\$
Computer equipment	21,259	15,945	5,314

Total depreciation of \$5,314 (\$5,315 - 2023) has been included in the statement of operations.

5. Due to Ontario Health

Details of due to Ontario Health are as follows:

	2024	2023
	\$	\$
Surplus from 2020 fiscal year	4,285	4,285
Surplus from 2021 fiscal year	56,835	56,835
	<u>61,120</u>	<u>61,120</u>

6. Deferred revenue

Deferred revenue represents funds received for specified expenditures which will be expended in subsequent periods. Revenue is recognized in the period in which the related expenses are incurred. Details of deferred revenue are as follows:

2024	Opening	Received	Recognized	Closing
	balance	During Year	as Revenue	Balance
	\$	\$	\$	\$
Grants and projects	47,005	173,786	144,128	76,663

2023	Opening	Received	Recognized	Closing
	balance	During Year	as Revenue	Balance
	\$	\$	\$	\$
Grants and projects	17,275	89,090	59,360	47,005

BALANCE FOR BLIND ADULTS

Notes to Financial Statements (continued)

March 31, 2024

7. Deferred capital contribution

Deferred capital contributions represent the unamortized amount of contributions received for the purchase of capital assets. The changes in deferred capital contributions are as follows:

	2024	2023
	\$	\$
Balance - beginning of year	5,314	10,629
Amortization of deferred capital contribution during the year	(5,314)	(5,315)
Balance - end of year	-	5,314

HILBORN

LISTENERS. THINKERS. DOERS.