

Financial Statements of

OSTEOPOROSIS CANADA

And Independent Auditors' Report thereon

Year ended March 31, 2019



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INDEPENDENT AUDITORS' REPORT

To the Members of Osteoporosis Canada

Qualified Opinion

We have audited the financial statements of Osteoporosis Canada (the Entity), which comprise:

- the statement of financial position as at March 31, 2019
- the statement of revenue and expenditures for the year then ended
- the statement of changes in fund balances for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, except for the possible effects of the matter described in the "***Basis for Qualified Opinion***" section of our auditors' report, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at March 31, 2019, and its results of 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 charitable organizations, the Entity derives revenue from donations and fundraising activities, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the Entity.

Therefore, we were not able to determine whether any adjustments might be necessary to:

- the assets and fund balances reported in the statements of financial position as at March 31, 2019 and March 31, 2018
- the individuals revenue and excess (deficiency) of revenue over expenditures reported in the statements of revenue and expenditures for the years ended March 31, 2019 and March 31, 2018



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- the excess (deficiency) of revenue over expenditures reported in the statements of changes in fund balances for the years ended March 31, 2019 and March 31, 2018
- the excess of revenue over expenditures reported in the statements of cash flows for the years ended March 31, 2019 and March 31, 2018.

Our opinion on the financial statements for the year ended March 31, 2018 was qualified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "**Auditors' Responsibilities for the Audit of the Financial Statements**" section of our auditors' report.

We are independent of the Entity 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 Entity'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 Entity or to cease operations, or has no realistic alternative but to do so.

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

Auditors' Responsibility 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 auditors' 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.



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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 Entity'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 Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' 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 auditors' report. However, future events or conditions may cause the Entity 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 represents the underlying transactions and events in a manner that achieves fair presentation.



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- 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.

KPMG LLP

Chartered Professional Accountants, Licensed Public Accountants

Vaughan, Canada

July 26, 2019

OSTEOPOROSIS CANADA

Statement of Financial Position

March 31, 2019, with comparative information for 2018

	2019	2018
Assets		
Current assets:		
Cash and cash equivalents	\$ 1,300,023	\$ 981,656
Cash - restricted	367,510	506,799
Accounts receivable	30,053	25,758
Goods and services tax/harmonized sales tax recoverable	139,494	113,252
Prepaid expenses	51,544	75,728
Short-term investments (note 2)	—	500,000
	<u>1,888,624</u>	<u>2,203,193</u>
Long-term investments (note 3)	2,704,324	2,735,619
Capital assets (note 4)	22,553	32,813
	<u>\$ 4,615,501</u>	<u>\$ 4,971,625</u>

Liabilities and Fund Balances

Current liabilities:		
Accounts payable and accrued liabilities	\$ 339,113	\$ 187,922
Deferred revenue	659,901	1,228,572
Obligations under capital leases (note 5)	—	5,802
	<u>999,014</u>	<u>1,422,296</u>
Fund balances:		
Program Fund	904,839	836,386
Reserve Fund	943,799	901,286
Bequest Fund	3,771	3,771
Research Fund	1,764,078	1,807,886
	<u>3,616,487</u>	<u>3,549,329</u>
Commitments (note 7)		
	<u>\$ 4,615,501</u>	<u>\$ 4,971,625</u>

See accompanying notes to financial statements.

On behalf of the Board:

HAFame Director
J. Briggs Director

OSTEOPOROSIS CANADA

Statement of Revenue and Expenditures

Year ended March 31, 2019, with comparative information for 2018

2019	Program Fund (note 9)	Bequest and Reserve Funds	Research Fund	Total
Revenue:				
Government funding	\$ 4,671,000	\$ —	\$ —	\$ 4,671,000
Individuals	1,738,566	—	3,545	1,742,111
Corporations and foundations	1,229,050	—	—	1,229,050
Realized gain on sale of investments	—	13,830	113,836	127,666
Investment	4,124	21,489	52,124	77,737
Other	51,523	—	—	51,523
Change in fair value of investments	—	16,882	(45,955)	(29,073)
	7,694,263	52,201	123,550	7,870,014
Expenditures:				
Education, advocacy and awareness	6,037,655	—	44,500	6,082,155
Administration and support	963,742	9,688	22,858	996,288
Fundraising	724,413	—	—	724,413
	7,725,810	9,688	67,358	7,802,856
Excess (deficiency) of revenue over expenditures	\$ (31,547)	\$ 42,513	\$ 56,192	\$ 67,158
2018	Program Fund (note 9)	Bequest and Reserve Funds	Research Fund	Total
Revenue:				
Government funding	\$ 4,677,535	\$ —	\$ —	\$ 4,677,535
Individuals	1,881,246	—	3,202	1,884,448
Corporations and foundations	671,344	—	—	671,344
Change in fair value of investments	—	34,557	67,487	102,044
Investment	5,470	19,516	47,999	72,985
Other	52,141	—	—	52,141
Realized gain on sale of investments	—	7,875	32,094	39,969
	7,287,736	61,948	150,782	7,500,466
Expenditures:				
Education, advocacy and awareness	5,360,527	18,295	44,500	5,423,322
Administration and support	1,000,934	9,352	22,613	1,032,899
Fundraising	769,649	—	—	769,649
	7,131,110	27,647	67,113	7,225,870
Excess of revenue over expenditures	\$ 156,626	\$ 34,301	\$ 83,669	\$ 274,596

See accompanying notes to financial statements.

OSTEOPOROSIS CANADA

Statement of Changes in Fund Balances

Year ended March 31, 2019, with comparative information for 2018

2019	General Funds			Total	Research Fund	Total
	Program Fund (note 6)	Reserve Fund	Bequest Fund			
Fund balances, beginning of year	\$ 836,386	\$ 901,286	\$ 3,771	\$ 1,741,443	\$ 1,807,886	\$ 3,549,329
Excess (deficiency) of revenue over expenditures	(31,547)	42,513	–	10,966	56,192	67,158
Interfund transfers	100,000	–	–	100,000	(100,000)	–
Fund balances, end of year	\$ 904,839	\$ 943,799	\$ 3,771	\$ 1,852,409	\$ 1,764,078	\$ 3,616,487

2018	General Funds			Total	Research Fund	Total
	Program Fund (note 6)	Reserve Fund	Bequest Fund			
Fund balances, beginning of year	\$ 679,760	\$ 848,689	\$ 22,067	\$ 1,550,516	\$ 1,724,217	\$ 3,274,733
Excess (deficiency) of revenue over expenditures	156,626	52,597	(18,296)	190,927	83,669	274,596
Fund balances, end of year	\$ 836,386	\$ 901,286	\$ 3,771	\$ 1,741,443	\$ 1,807,886	\$ 3,549,329

See accompanying notes to financial statements.

OSTEOPOROSIS CANADA

Statement of Cash Flows

Year ended March 31, 2019, with comparative information for 2018

	2019	2018
Cash provided by (used in):		
Operating activities:		
Excess of revenue over expenditures	\$ 67,158	\$ 274,596
Items not involving cash:		
Amortization	22,030	34,151
Change in fair value of investments	(29,073)	(102,044)
	60,115	206,703
Change in non-cash operating working capital:		
Goods and services tax/harmonized sales tax recoverable	(26,242)	(13,861)
Accounts receivable	(4,295)	27,381
Prepaid expenses	24,184	(36,453)
Accounts payable and accrued liabilities	151,191	(98,480)
Deferred revenue	(568,671)	853,762
	(363,718)	939,052
Financing activities:		
Repayment of obligations under capital leases	(5,802)	(12,114)
Investing activities:		
Additions to capital assets	(11,770)	(15,755)
Change in investments	560,368	(534,223)
	548,598	(549,978)
Increase in cash position	179,078	376,960
Cash position, beginning of year	1,488,455	1,111,495
Cash position, end of year	\$ 1,667,533	\$ 1,488,455
Consisting of:		
Cash and cash equivalents	\$ 1,300,023	\$ 981,656
Cash - restricted	367,510	506,799
	\$ 1,667,533	\$ 1,488,455

See accompanying notes to financial statements.

OSTEOPOROSIS CANADA

Notes to Financial Statements

Year ended March 31, 2019

Osteoporosis Canada (the "Organization") was established in 1982. The Organization was previously incorporated under the Canada Corporations Act and was continued under the Canada Not-for-Profit Corporations Act in November 2013. The Organization is dedicated to educate, empower and support individuals and communities in the prevention and treatment of osteoporosis. The Organization's focus is the provision of services to individuals at risk from and/or affected by osteoporosis and to communities through a locally driven approach. This approach will expand prevention and treatment services at the community level.

The Organization is designated as a registered charity (charity registration number 895510931) by Canada Revenue Agency. The Organization is exempt from income taxes and is able to issue donation receipts for income tax purposes.

1. Significant accounting policies:

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the Chartered Professional Accountants of Canada Handbook.

(a) Fund accounting:

The activities of the Organization are accounted for utilizing the concepts of restricted fund accounting. There are four funds, a Program Fund, a Research Fund, a Reserve Fund and a Bequest Fund, to account for the activities of the Organization.

The presentation of the revenue and expenditures within the Program Fund reflects key result areas, defined as follows:

(i) Education advocacy, and awareness:

This represents the development, implementation and evaluation of the information, programs and services the Organization delivers to its clients and stakeholders. This includes: public education and support programs and services, community services, member services, professional education and relations, as well as clinical and scientific research activities. All of these activities improve the level of awareness and knowledge of osteoporosis among the public, people who have osteoporosis, health care professionals, researchers and health care policymakers.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

1. Significant accounting policies (continued):

(ii) Administration and support:

These represent essential services that provide core administrative support and governance. These include external audit and legal fees and all other expenditures that cannot be easily allocated to other key result areas.

(iii) Fundraising:

This represents the ongoing efforts to secure funds related to corporate and pharmaceutical partnerships, foundations and individual giving (direct mail, online donations, major and planned gifts) and their related expenditures.

The Bequest Fund includes funds donated for specific activities specified by the donor.

The Research Fund is a restricted fund and includes donations that have been specifically designated by donors to fund research activities and certain other non-designated donations.

The Board of Directors of the Organization has approved the establishment of a Reserve Fund, in order to provide some security to manage unforeseen circumstances involving a revenue shortfall or unanticipated expenditures. The target for the Reserve Fund is six months of core operating expenditures, meaning those outside of government-funded programming. Thus, the target is \$2,000,000; it is recognized that it will take a number of years to reach this target.

(b) Revenue recognition:

Restricted contributions to the Program Fund are recognized as revenue in the year in which the related expenditures are incurred. Unrestricted contributions to the Program Fund and restricted contributions to the Research Fund are recognized as revenue in the year received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured.

All non-designated in-memoriam donations are reflected in the Program Fund.

(c) Cash and cash equivalents:

Cash and cash equivalents consist of cash on hand, bank balances and guaranteed investment certificates with maturity dates of 90 days or less remaining at March 31, 2019.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

1. Significant accounting policies (continued):

(d) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Organization has elected to carry its investments at fair value. Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Organization determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Organization expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

(e) Capital assets:

Capital assets are stated at cost less accumulated amortization. Contributed capital assets are recorded at fair value at the date of contribution. Repair and maintenance costs are charged to expense. Betterments which extend the estimated life of an asset are capitalized. When a capital asset no longer contributes to the Organization's ability to provide services, its carrying amount is written down to its residual value. Capital assets are amortized on a straight-line basis using the following estimated useful lives:

Computer equipment	3 years
Furniture and equipment	3 years
License fees	3 years

(f) Contributed services:

A substantial number of volunteers contribute a significant amount of their time each year. Because of the difficulty of determining the fair value, contributed services are not recognized in the financial statements.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

1. Significant accounting policies (continued):

(g) Allocation of operating expenditures:

The Organization classifies expenditures on the statement of revenue and expenditures by function. Salaries and benefits and non-direct expenditures have been allocated based on the number of people employed within a function.

(h) Use of estimates:

The preparation of financial statements 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 date of the financial statements and the reported amounts of revenue and expenditures during the year. Amounts subject to such estimates include valuation of investments and determination of deferred revenue. Actual results could differ from those estimates.

2. Short-term investments:

In 2018, short-term investments consist of a guaranteed investment certificate bearing an interest rate of 0.9% with a maturity date of August 10, 2018. There are no short-term investments in 2019.

3. Long-term investments:

	2019	2018
Cash	\$ 49,057	\$ 77,181
Fixed income	962,367	983,662
Equities	1,692,900	1,674,776
	<u>\$ 2,704,324</u>	<u>\$ 2,735,619</u>

Investments held consist of nil (2018 - \$30,000) for the Program Fund, \$1,760,525 (2018 - \$1,804,333) for the Research Fund and \$943,799 (2018 - \$901,286) for the Reserve Fund.

The fixed income securities are invested in pooled funds and bear no specific yield to maturity or maturity dates.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

4. Capital assets:

			2019	2018
	Cost	Accumulated amortization	Net book value	Net book value
Computer equipment	\$ 905,094	\$ 885,414	\$ 19,680	\$ 21,226
Furniture and equipment	259,595	256,722	2,873	5,554
License fees	226,875	226,875	—	—
Computer equipment under capital lease	—	—	—	6,033
	<u>\$ 1,391,564</u>	<u>\$ 1,369,011</u>	<u>\$ 22,553</u>	<u>\$ 32,813</u>

5. Obligations under capital leases:

The Organization has financed certain equipment by entering into capital leasing arrangements. The capital leases were fully repaid in 2019.

Interest incurred during the year on obligations under capital leases amounted to \$169 (2018 - \$849).

6. Investment in capital assets:

	2019	2018
Balance, beginning of year	\$ 27,011	\$ 33,293
Amortization of capital assets	(22,030)	(34,151)
Additions to capital assets	11,770	15,755
Repayment on obligations under capital leases	5,802	12,114
<u>Balance, end of year</u>	<u>\$ 22,553</u>	<u>\$ 27,011</u>

The investment in capital assets is included in the Program Fund.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

7. Commitments:

The Organization leases its premises under a long-term operating lease that expires on July 31, 2021. The minimum annual rent payable in the next four years under the premises lease and equipment leases are:

2020	\$ 146,000
2021	144,000
2022	53,000
2023	2,000
	\$ 345,000

8. Banking facilities:

The Organization has a \$200,000 revolving demand facility available for use with a Canadian financial institution, bearing interest at prime plus 0.50%. At year end, the Organization had no drawn on this line of credit (2018 - nil).

9. Allocation of expenditures:

Operating expenditures have been allocated as follows for the Program Fund:

	2019			2018	
	Education, advocacy and awareness	Fundraising	Administration and support	Total	Total
Salaries and benefits	\$ 3,594,283	\$ 204,269	\$ 652,852	\$ 4,451,404	\$ 4,186,744
Rent	84,369	18,079	18,079	120,527	146,405
Insurance	13,961	2,992	2,992	19,945	19,164
Office expenditures	14,691	3,148	3,148	20,987	23,178
Technology	84,144	18,031	18,031	120,206	79,406
	3,791,448	246,519	695,102	4,733,069	4,454,897
Direct expenditures	2,246,207	477,894	268,640	2,992,741	2,676,213
	\$ 6,037,655	\$ 724,413	\$ 963,742	\$ 7,725,810	\$ 7,131,110

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

10. Financial risks:

Investments are primarily exposed to interest rate, market, foreign currency and liquidity risks. The Organization has formal policies and procedures that establish target asset mix. The Organization's policies also require diversification of investments within categories and set limits on exposure to individual investments. Unrestricted funds are held in specified investments and interest-bearing bank accounts. Restricted funds may also be invested in these specified investments, subject to donor restrictions. There has been no change to the risk exposures from 2018.

(a) Interest rate risk:

The Organization is exposed to interest rate risk on its fixed interest rate financial instruments. The Organization manages this risk by staggering the terms of the securities held. Further details about the fixed interest rate investments are included in note 2.

(b) Market risk:

Market risk arises as a result of the Organization's trading in fixed and variable investments. Fluctuations in the market expose the Organization to a risk of loss. The Organization mitigates this risk through controls to monitor and limit concentration levels.

(c) Foreign currency risk:

The Organization is exposed to financial risks as a result of exchange rate fluctuations and the volatility of these rates on the Organization's foreign investments. The Organization mitigates this risk through controls to monitor and limit concentration levels.

(d) Liquidity risk:

Liquidity risk is the risk that the Organization will be unable to fulfill its obligations on a timely basis or at a reasonable cost. The Organization manages its liquidity risk by monitoring actual and projected cash flows to ensure that it has sufficient funds to fulfill its obligations.

OSTEOPOROSIS CANADA

Notes to Financial Statements (continued)

Year ended March 31, 2019

11. Indemnification of officers and directors:

The Organization has indemnified its past, present and future directors, officers, employees and volunteers against expenditures (including legal expenses), judgments and any amount actually or reasonably incurred by them in connection with any action, suit or proceeding in which the directors are sued as a result of their service, if they acted honestly and in good faith with a view to the best interests of the Organization. The nature of the indemnity prevents the Organization from reasonably estimating the maximum exposure. The Organization has purchased directors' and officers' liability insurance with respect to this indemnification.

12. Comparative information:

Certain comparative information has been reclassified to conform with the financial statement presentation adopted in the current year.

