



Financial statements

Hope Air

December 31, 2019

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Independent auditor's report

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To the Members of
Hope Air

Qualified Opinion

We have audited the financial statements of Hope Air, which comprise the statement of financial position as at December 31, 2019, and the statements of operations and 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 Hope Air as at December 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 not-for-profit and charitable organizations, Hope Air derives revenues 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 Hope Air. Therefore, we were not able to determine whether any adjustments might be necessary to donations and grant revenue, excess of revenue over expenditure, and cash flows from operations for the years ended December 31, 2019 and 2018, current assets as at December 31, 2019 and 2018, and net assets as at January 1, 2018 and 2017 and December 31, 2019 and 2018.

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 Hope Air 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.

Other matter

The financial statements of Hope Air were audited by another auditor for the year ended December 31, 2018, who expressed a similar qualified opinion as those expressed herein, on March 20, 2019.

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 Hope Air'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 Hope Air or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing Hope Air's financial reporting process.

Auditor's 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 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.
- 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 Hope Air'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 Hope Air'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 Hope Air 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.

Grant Thornton LLP

Mississauga, Canada
March 10, 2020

Chartered Professional Accountants
Licensed Public Accountants

Hope Air

Statement of Financial Position

December 31 2019 2018

Assets

Current

Cash and cash equivalents (Note 3)	\$ 316,508	\$ 15,894
Short-term investments (Note 4)	2,226,418	2,327,816
Accounts receivable	38,726	19,349
Sales tax recoverable	39,947	44,120
Prepaid expenses (Note 5)	<u>41,034</u>	<u>72,927</u>
	<u>2,662,633</u>	<u>2,480,106</u>

Capital assets (Note 6) 7,309 12,160

\$ 2,669,942 \$ 2,492,266

Liabilities and Net Assets

Current

Accounts payable and accrued liabilities	\$ 94,133	\$ 77,824
Deferred revenue (Note 7)	<u>952,884</u>	<u>815,242</u>
	<u>1,047,017</u>	<u>893,066</u>

Net Assets

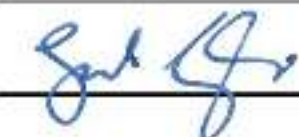
Founders' Fund	9,231	9,231
Unrestricted	<u>1,613,694</u>	<u>1,489,969</u>
	<u>1,622,925</u>	<u>1,499,200</u>
	<u>\$ 2,669,942</u>	<u>\$ 2,492,266</u>

Commitments (Note 8)

On behalf of the Board



Director



Director

See accompanying notes to the financial statements.

Hope Air

Statement of Operations and Changes in Net Assets

Year Ended December 31

2019

2018

Revenue

Restricted donations and grants (Note 9)	\$ 4,330,970	\$ 3,432,424
Unrestricted donations and grants (Note 9)	1,180,042	1,031,800
Unrealized gain/(loss) on investments	116,078	(16,422)
Interest and other	<u>11,751</u>	<u>17,875</u>
	<u>5,638,841</u>	<u>4,465,677</u>

Expenses

Program expenses (Note 9)	3,939,216	3,067,184
Salaries and benefits	1,041,255	789,835
Information technology	179,356	32,747
Public awareness	148,898	206,019
Rent	79,550	82,154
Administration and general (Note 9)	54,357	58,169
Professional fees	28,830	27,008
Travel and conference	23,864	13,320
Insurance	14,939	14,123
Amortization	<u>4,851</u>	<u>4,855</u>
	<u>5,515,116</u>	<u>4,295,414</u>

Excess of revenue over expenses for the year	123,725	170,263
Net assets, beginning of the year	<u>1,499,200</u>	<u>1,328,937</u>
Net assets, end of year	<u>\$ 1,622,925</u>	<u>\$ 1,499,200</u>

See accompanying notes to the financial statements.

Hope Air

Statement of Cash Flows

Year Ended December 31

2019

2018

Increase (decrease) in cash

Operating

Excess of revenues over expenses for the year	\$ 123,725	\$ 170,263
Amortization expense	4,851	4,855
Unrealized (gain)/loss on investments	<u>(116,078)</u>	<u>16,422</u>
	12,498	191,540
Change in non-cash working capital balances		
Accounts receivable	(19,377)	20,311
Sales tax recoverable	4,173	1,324
Prepaid expenses	31,893	(37,440)
Accounts payable and accrued liabilities	16,309	30,781
Deferred revenue	<u>37,642</u>	<u>96,240</u>
	<u>83,138</u>	<u>302,756</u>

Investing

Purchase of capital assets	<u>-</u>	<u>(12,183)</u>
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Financing

Net change in short-term investments	<u>217,476</u>	<u>(540,863)</u>
Change in cash and cash equivalents during the year	300,614	(250,290)
Cash and cash equivalents, beginning of year	<u>15,894</u>	<u>266,184</u>
Cash and cash equivalents, end of year	<u>\$ 316,508</u>	<u>\$ 15,894</u>

See accompanying notes to the financial statements.

Hope Air

Notes to the Financial Statements

December 31, 2019

1. Nature of operations

Hope Air ("the Organization") is a not-for-profit organization incorporated under Part III of the Corporations Act of Ontario without share capital for the purposes of carrying on objects of a charitable nature.

Hope Air is Canada's only national charity providing free travel and accommodations for Canadians in financial need who must access medical care far from home. Since its inception in 1986, Hope Air has provided more than 150,000 travel arrangements for patients regardless of age or medical need. For people living on a low income in small and rural communities, distance and cost are very real barriers to them accessing vital medical care. Hope Air is a unique and essential part of our Canadian healthcare system. Without the access Hope Air provides, our national system of universal healthcare coverage would fall short of its promise.

Hope Air fulfils its mandate by arranging travel to specialized and vital care across Canada primarily through flights. Hope Air also provides residents of Prince Edward Island with Confederation Bridge and ferry passes to reach the mainland for care. Commencing in 2019, Hope Air now offers a national accommodation program which provides free accommodations for patients who are attending medical appointments and are approved for travel under Hope Air's process. The free travel and accommodations provided by Hope Air to eligible patients is accomplished through the generous support of corporations, foundations, government and individual donors, commercial airlines, third-party organized special events, volunteers and general aviation pilots.

2. Summary of significant accounting policies

Basis of presentation

The accounting policies of the Organization are in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO"). Outlined below are those policies considered particularly significant:

Revenue recognition

The Organization follows the deferral method of revenue recognition. Its principal sources of revenue and recognition of these revenues for financial statement purposes are as follows:

- i) Grants and restricted donations related to current expenditures are reflected in the accounts as a revenue item in the current year. Grants and restricted donations received in the year for expenses to be incurred in the following fiscal year are recorded as deferred revenue. Grants and restricted donations related to the purchase of capital assets are recorded as revenue in the same period the related capital assets are charged to operations.
- ii) Investment income is recorded when earned.
- iii) Unrestricted contributions received from foundations, corporations, individuals and third-party special events is recorded when funds are received. Unrestricted revenue from fundraising events held by the Organization is recognized after the events have occurred and there is reasonable assurance of collection.

Hope Air

Notes to the Financial Statements

December 31, 2019

2. Summary of significant accounting policies (continued)

Donations of products

Commercial airline partners, lodging partners, sponsors and other interested parties donate a substantial value of products to the Organization. The Organization records the fair value of these donated products, determined based on arm's length market values, as revenues and an equivalent amount of expense when the products are used by the Organization as such product would normally have otherwise been incurred as operating expenses. Additional details have been disclosed in Note 9 of the financial statements.

In addition to the donation of products, volunteers contribute substantial time throughout the year to the Organization. Due to the difficulty in determining the fair value of such donated time, no amounts have been recorded in the financial statements.

Financial instruments

Measurement

The Organization initially measures its financial assets and liabilities at fair value.

The Organization subsequently measures all of its financial assets and financial liabilities at amortized cost, except for short-term investments, which are subsequently measured at fair value. Changes in fair value are recognized in the statement of operations.

Financial assets and liabilities measured at amortized cost include accounts receivable, sales tax recoverable and accounts payable. Financial assets measured at fair value include cash and short-term investments.

Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. Previously recognized impairment losses are reversed to the extent of the improvement provided the asset is not carried at an amount, at the date of the reversal, greater than the amount that would have been the carrying amount had no impairment loss been recognized previously. The amounts of any write-downs or reversals are recognized in the statement of operations. There were no impairment losses recognized in the year.

Investments

Pooled fund investments are valued at the unit values supplied by the investment administrators. These values represent the organization's proportionate share of the underlying net assets at fair values determined using closing market rates. Realized and unrealized gains and losses are recognized as investment income when they arise. Related transaction costs are expensed as incurred.

Hope Air

Notes to the Financial Statements

December 31, 2019

2. Summary of significant accounting policies (continued)

Capital assets

Capital assets are recorded at cost less accumulated amortization. Capital assets are amortized using the straight line method over their estimated useful life:

Office furniture and fixtures	5 years
Leasehold improvements	term of lease
Computer equipment	5 years

Founders Fund

The Board of Directors set up a Founders' Fund in 1999 to hold donations given to the Organization in the name of its founders. The funds are to be used to further the goals and objectives of Hope Air on the recommendation of the founders.

Use of estimates

Management reviews the carrying amounts of items in the financial statements at each year end date to assess the need for revision or any possibility of impairment. Many items in the preparation of these financial statements require management's best estimate. Management determines these estimates based on assumptions that reflect the most probable set of economic conditions and planned courses of action. These estimates are reviewed periodically and adjustments are made to excess of funding over expenses as appropriate in the year they become known.

3. Banking arrangements

The Organization has entered into a cash collateral agreement with a major Canadian chartered bank to pledge the sum of \$250,000, represented by a guaranteed investment certificate, to secure liabilities which the organization may incur, from time to time, in respect of the Organization's credit card transactions.

4. Short-term investments

The short-term investments consist of cashable guaranteed investment certificates (GICs) and mutual funds held at a major Canadian chartered bank. GICs earn interest of 1.75% - 2.02% and mature during 2020. One certificate is held as security for the Organization's credit card transactions (see Note 3).

	<u>Market value</u> <u>2019</u>	<u>Book value</u> <u>2019</u>	<u>Market value</u> <u>2018</u>	<u>Book value</u> <u>2018</u>
GICs	\$ 900,000	\$ 900,000	\$ 1,100,000	\$ 1,100,000
Mutual funds	<u>1,326,418</u>	<u>1,240,000</u>	<u>1,227,816</u>	<u>1,240,000</u>
	<u>\$ 2,226,418</u>	<u>\$ 2,140,000</u>	<u>\$ 2,327,816</u>	<u>\$ 2,340,000</u>

Hope Air

Notes to the Financial Statements

December 31, 2019

5. Prepaid expenses

Prepaid expenses are recorded for products to be received in the next fiscal year that were paid for in the current fiscal year. The prepaid expenses are composed of the following:

	<u>2019</u>	<u>2018</u>
Flights purchased to be flown in the following year	\$ 25,204	\$ 64,561
Prepaid rent and insurance	<u>15,830</u>	<u>8,366</u>
	<u>\$ 41,034</u>	<u>\$ 72,927</u>

6. Capital assets

	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>2019 Net</u>	<u>2018 Net</u>
Furniture and fixtures	\$ 42,396	\$ 36,401	\$ 5,995	\$ 9,961
Computer equipment	<u>9,637</u>	<u>8,323</u>	<u>1,314</u>	<u>2,199</u>
	<u>\$ 52,033</u>	<u>\$ 44,724</u>	<u>\$ 7,309</u>	<u>\$ 12,160</u>

7. Deferred revenue

Deferred revenue represents unspent resources, externally restricted for projects and operating funding, received in the prior and current years that are related to the subsequent year's activities. This deferred revenue is recognized as operating revenue at the time the related expenditure is recognized in the statement of operations and changes in net assets. Deferred revenue is composed of the following:

	<u>2019</u>	<u>2018</u>
Specific flight regions or client demographics	\$ 897,884	\$ 805,240
Outreach programs	-	30,000
Other restricted programs	<u>55,000</u>	<u>80,002</u>
	<u>\$ 952,884</u>	<u>\$ 915,242</u>

Continuity of deferred revenue for the year is as follows:

	<u>2019</u>	<u>2018</u>
Deferred revenue, beginning of year	\$ 915,242	\$ 819,002
Add funds received in year	2,893,030	2,562,868
Less funds recognized in revenue	<u>(2,855,388)</u>	<u>(2,466,628)</u>
Deferred revenue, end of year	<u>\$ 952,884</u>	<u>\$ 915,242</u>

Hope Air

Notes to the Financial Statements

December 31, 2019

8. Commitments

The Organization leases space under a five year lease that expires in 2021. Lease commitments, including basic and estimated additional rent, are as follows:

2020	\$	88,224
2021		<u>88,224</u>
	\$	<u>176,448</u>

9. Donations-in-kind

In fiscal 2019, donations-in-kind amounted to \$1,139,904 (2018 - \$974,520).

These donated products are detailed below and included in revenues and expenses as follows:

- i) Donated flights by commercial airlines for use in patient travel are recorded in Restricted donations and grants revenues and in Program expenses
- ii) Donated accommodations for patient use are recorded in Restricted donations and grants revenues and in Program expenses
- iii) Donated air travel costs by volunteer pilots which enable patient travel are recorded in Restricted donations and grants revenue and in Program expenses
- iv) Donated expenses incurred by board directors or staff and donated back to the Organization are for general funding purposes. Such amounts are recorded in Unrestricted donations and grants revenue and in General expenses incurred

The Organization made a change in accounting policy to record the fair value estimate of in-kind contributions received starting in 2019, with comparative information being presented for 2018. There is no impact on the excess of revenue over expenses for the year or to net assets at the beginning of year or end of year.

10. Income tax status

The Organization is exempt from income tax in Canada as a registered charitable organization under the Income Tax Act (Canada). As such, it is exempt from income taxes and able to issue donation receipts for income tax purposes. In order to maintain its status as an organization registered under the Income Tax Act, the Organization must meet certain requirements within the Act. In the opinion of management, these requirements have been met.

Hope Air

Notes to the Financial Statements

December 31, 2019

11. Financial instruments

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the organization's risk exposures and concentrations at December 31, 2019. There were no significant changes in exposure from the prior year.

Price risk

Price risk relates to the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices of securities held. The Organization is exposed to price risk through its investments quoted in active markets.

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 not exposed to interest rate risk as its financial instruments are fixed rate guaranteed investment certificates that are held to maturity and are carried at amortized cost.

Liquidity risk

Liquidity risk represents the risk that the Organization could encounter difficulty in meeting obligations associated with its financial liabilities. Hope Air is, therefore, exposed to liquidity risk with respect to its accounts payables.

12. Comparative figures

Certain comparative figures have been restated to conform with the presentation adopted in the current year.