### CHALICE (CANADA) FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### CONTENTS

	PAGE
Independent Auditors' Report	1
Statement of Financial Position	2
Statement of Changes in Fund Balances	3
Statement of Operations	4
Statement of Cash Flows	5
Schedule of General Fund Expenditures	6
Notes to the Financial Statements	7 - 13

### **INDEPENDENT AUDITORS' REPORT**

To The Members of the Board of Directors of Chalice (Canada)

We have audited the accompanying financial statements of Chalice (Canada), which comprise the statement of financial position as at June 30, 2017 and the statements of changes in fund balances, operations and cash flows for the year then ended and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility 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.

### **Auditors' Responsibility**

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 comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Chalice (Canada) as at June 30, 2017 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.

### **Other Matters**

The financial statements of Chalice (Canada) for the year ended June 30, 2016 were audited by WBLI LLP of Dartmouth, Nova Scotia, Canada prior to its merger with MNP LLP. WBLI LLP expressed an unmodified opinion on those statements on December 2, 2016.

MNP XXP

Chartered Professional Accountants, Licensed Public Accountants

Dartmouth, Nova Scotia October 20, 2017



STATEMENT OF FINANCIAL POSITION

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	General Fund	HDP / CP Fund	Urgency Fund	Christmas Fund	Endowment Fund	2017	2016 \$
	A	SSETS					
CURRENT ASSETS							
Cash	568,288	1	ı	1	3	568,288	166.239
Short-term investments (note 3)	3,300,316	1	ï	3	1	3,300,316	4.928,723
Prepaid expenses and deposits	25,640	ı	ï	ž	1	25,640	65,052
HST receivable	53,291	1	,	ı	ı	53,291	126,060
Due from (to) other funds (note 4)	(2,134,327)	1,235,126	668,447	5,821	224,933		1
	1,813,208	1,235,126	668,447	5,821	224,933	3,947,535	5,286,074
INVESTMENTS (note 3) CAPITAL ASSETS (note 5)	6,144,929 4,448,218	10 1	1 1	1 1	. (	6,144,929 4,448,218	2,275,967 4,630,703
	12,406,355	1,235,126	668,447	5,821	224,933	14,540,682	12,192,744
	LIA	LIABILITIES	S				
CURRENT LIABILITIES Accounts payable and accrued liabilities (including							
government remittances of \$26,358; 2016 - \$28,130)	845,287				1	845,287	702,279
Deferred contributions (note 6)	3,129,078		ř	£	L	3,129,078	2,855,742
	3,974,365	3	ì	1	1	3,974,365	3,558,021
DEFERRED CONTRIBUTIONS (note 6)	341,110	e	ť	Ē.	ť	341,110	398,102
	4,315,475	1:	1	ï	ı	4,315,475	3,956,123
	FUND	BALANCES	SES				
Invested in capital assets	4,448,218	1	2	2	,	4,448,218	4,630,703
Restricted		1,235,126	668,447	5,821	224,933	2,134,327	1,712,854
Unrestricted general	3,642,662	3	1		1	3,642,662	1,893,064
	8,090,880	1,235,126	668,447	5,821	224,933	10,225,207	8,236,621
	12,406,355	1,235,126	668,447	5,821	224,933	14,540,682	12,192,744
COMMITMENTS (note 7)							

APPROVED ON BEHALF OF THE BOARD

Director

### 3

CHALICE (CANADA)
STATEMENT OF CHANGES IN FUND BALANCES
FOR THE YEAR ENDED JUNE 30, 2017

	Unrestricted	ed Funds	;	Restricted Funds	d Funds			
	General Fund	Invested in Capital Assets	HDP / CP Fund	Urgency Fund	<b>Christmas</b> Fund	Endowment Fund	2017	2016
Fund balances - beginning of year	1,893,064	4,630,703	1,074,008	483,811	(52,096)	207,131	8,236,621	7,523,072
Excess (deficiency) of revenues over expenditures	1,887,891	(234,657)	74,997	184,636	57,917	17,802	1,988,586	713,549
Investment in capital assets	(52,172)	52,172	ı		,	,	•	,
Interfund transfers (note 8)	(86,121)	а	86,121	3	9		ı	1
Fund balances - end of year	3,642,662	4,448,218	1,235,126	668,447	5,821	224,933	224,933 <b>10,225,207</b>	8,236,621

## STATEMENT OF OPERATIONS

# FOR THE YEAR ENDED JUNE 30, 2017

	General Fund	HDP / CP Fund	Urgency Fund	Christmas Fund	Endowment Fund	2017	2016
REVENUES							
Sponsorship contributions	20,977,588	1	ı	ı	ľ	20,977,588	20,101,707
Special gift contributions	669,924	1	ı	ı	Ċ	669,924	577,997
General contributions	1,231,366	ı	ı	1	1	1,231,366	972,705
Community projects fund contributions	1	1,083,135	1	1	•	1,083,135	595,249
Urgency fund contributions	ı		931,538	ı	•	931,538	131,995
Christmas donations	1	ı	1	603,275	1	603,275	584,044
Endowment contributions	ı	ı	ı	1	17,802	17,802	869'09
Scholarship contributions	11,300	t	ı	t		11,300	
Catalogue contributions	957,192	1	1	t	,	957,192	1,125,816
Investment income	197,862	ı	ı	ı	ī	197,862	222,048
Unrealized loss on investments	(171,448)	1	1	1	,	(171,448)	(264, 183)
Realized gain on disposal of investments	617,374	1	ı	ı	1	617,374	204,883
Fundraising contributions and other revenues	1,491,475	ı	ı	1	•	1,491,475	1,026,007
Prayer ministry contributions	5,053	1	1	1	•	5,053	5,689
Mission trip contributions	62,517		ı	1	1	62,517	198,203
	26,050,203	1,083,135	931,538	603,275	17,802	28,685,953	25,542,858
EXPENDITURES							
Program expenditures (see schedule)	21,746,834	1,008,138	746,902	545,358	1	24,047,232	22,334,025
Marketing expenditures (see schedule)	1,363,618				1	1,363,618	1,165,098
Administrative expenditures (see schedule)	1,051,860	•	ij	Ė	1	1,051,860	1,115,199
Amortization	234,657	ı	Œ.	ř	1	234,657	214,987
	24,396,969	1,008,138	746,902	545,358		26,697,367	24,829,309
Excess of revenues over expenditures	1,653,234	74,997	184,636	57,917	17,802	1,988,586	713,549

### 2

### CHALICE (CANADA)

STATEMENT OF CASH FLOWS

# FOR THE YEAR ENDED JUNE 30, 2017

	General Fund	HDP / CP Fund	Urgency Fund	Christmas Fund	Endowment Fund	2017 \$	2016 \$
CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES Cash provided from operations Excess of revenues over expenditures	1,653,234	74,997	184,636	57,917	17,802	1,988,586	713,549
Amortization	234,657		Ü	Ċ	Ē	234,657	214,987
Unrealized loss on investments	171,448	Č	Ü	<b>C</b>	Ü	171,448	264,183
Realized gain on disposal of investments	(617,374)	1	ř	ı	1	(617,374)	(204,883)
	1,441,965	74,997	184,636	57,917	17,802	1,777,317	987,836
Change in non-cash working capital balances	30.410	,	ì	ì	,	30 412	(50.965)
Highard expenses and deposits HST receivable	72,769	ı	į	t	í	72,769	(126,060)
Accounts payable and accrued liabilities Deferred contributions	143,008 216,344	1 1	1 1	ř. 1	ë 1	143,008 216,344	(1,498,396) 155,808
	1,913,498	74,997	184,636	57,917	17,802	2,248,850	(531,077)
CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES Advances from (to) other funds	421,473	(161,118)	(184,636)	(57,917)	(17,802)		9 8
	335.352	(74,997)	(184.636)	(57.917)	(17.802)	1 2	ı ə
CASH FLOWS (USED IN) FROM INVESTING ACTIVITIES							
Proceeds on disposal of investments	7,525,461	x	ī	ï	,	7,525,461	1,146,683
Purchase of investments investment in capital assets	(9,320,090) (52,172)	1 1		īī		(9,320,090)	(31,297) (1,086,166 <u>)</u>
	(1,846,801)		ï	x	ı	(1,846,801)	29,220
CHANGE IN CASH DURING THE YEAR	402,049	•	t	ı	1	402,049	(501,857)
CASH - beginning of the year	166,239	Œ	ž.	×	0	166,239	960'899
CASH - end of the year	568,288	9	à	9	ı	568,288	166,239

CHALICE (CANADA)

SCHEDULE OF GENERAL FUND EXPENDITURES

# FOR THE YEAR ENDED JUNE 30, 2017

	Program Expenditures	Marketing Expenditures	Administrative Expenditures	2017 \$	2016
Payments to overseas sites	20,182,356	ı	r	20,182,356	18,358,430
Wages and salaries	1,097,958	785,338	521,112	2,404,408	2,303,204
Postage and courier	134,356	75,425	75,218	284,999	287,598
Bank charges and interest	28,802	188,941	4,883	222,626	184,188
Office	5,447	5,974	156,082	167,503	180,986
Mission trips	91,059	ı	ŧ	91,059	126,974
Printing	23,397	62,410	27,750	113,557	125,630
Travel and meetings	55,885	24,832	1,067	81,784	74,080
Printing and postage - newsletter	ı	79,147	ı	79,147	71,650
Professional fees	26,800	12,730	60,507	100,037	69,691
Rent and utilities	5,350	1	57,468	62,818	68,888
Property taxes	,	J	78,113	78,113	65,795
Miscellaneous	4,661	22,480	11,257	38,398	62,070
Other	43,276	4,626	6,441	54,343	60,923
Advertising and promotion	619	60,180	1,129	61,928	50,973
Walks	15,000	ı	ı	15,000	50,765
Prayer Ministry	31,505	ı	ı	31,505	38,400
Telecommunications	113	9	26,481	26,600	29,708
Missions appeals - stipends	1	16,757	ı	16,757	26,217
Insurance	ı	ı	24,352	24,352	23,597
Conferences	250	11,333	or.	11,583	21,117
Mission appeals - travel		13,439	r	13,439	19,546
	21,746,834	1,363,618	1,051,860	24,162,312	22,300,430

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 1. NATURE OF OPERATIONS

The organization was incorporated on June 30, 1992 under the Canada Corporation Act. Chalice (Canada) is a charitable organization whose main purpose is to provide financial sponsorship to children and the aging in developing countries and to advance religion through the promotion of prayer by providing spiritual and educational resources nationally and internationally.

### 2. SIGNIFICANT ACCOUNTING POLICIES

### **Financial Statement Presentation**

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO) and include the following significant accounting policies:

### **Fund Accounting**

Chalice (Canada) follows the restricted fund method of accounting for contributions.

The General Fund accounts for the organization's program delivery and administrative activities. The fund reports unrestricted resources and restricted resources for which there is not an appropriate restricted fund.

The Human Development Programs and Capital Projects Fund (HDP / CP Fund) reports restricted resources that are to be used to provide funding for specific community projects under the following categories: education, nutrition, water, health care, community development and emergency funding.

The Urgency Fund reports only restricted resources that are to be used to provide funding to projects when urgent circumstances arise. Within the Urgency Fund, contributions may be restricted to be used at specific locations. When there is no longer a need for those resources at the specific locations, the remaining resources, which are usually minimal, can be used at any location when urgent circumstances arise. Amounts restricted to specific locations are described in note 7.

The Christmas Fund reports the restricted resources that are to be used in providing additional resources at Christmas time.

The Endowment Fund reports resources contributed for endowment. Investment income earned on resources of the Endowment Fund is reported in the General Fund and is used for expenses which achieve the purpose of the endowment to which it relates.

### Revenue Recognition

Restricted contributions related to general operations are recognized as revenue of the General Fund in the year in which the related expenses are incurred. All other restricted contributions are recognized as revenue of the appropriate restricted fund.

Unrestricted contributions are recognized as revenue of the General Fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Contributions for endowments are recognized as revenue in the Endowment Fund.

Unrestricted investment income earned on Endowment Fund resources is recognized as revenue of the General Fund. Other investment income is recognized as revenue of the General Fund when earned.

Rental revenue is recognized on a monthly basis as it is earned.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

### **Investments**

Investments include investments in guaranteed investment certificates, equities and mutual fund units.

The investments in guaranteed investment certificates are recorded at principal plus accrued interest, which approximates market value.

Equity investments and mutual fund units are recognized initially at fair value and transaction costs are taken directly to the statement of operations. They are subsequently remeasured at each year end at the fair value on the statement of financial position, with realized and unrealized gains and losses recorded in the statement of operations. Publicly traded securities are valued based on the latest bid prices and pooled funds are valued based on reported unit values. Such indicated fair values do not necessarily represent the realizable value subsequent to year end, which may be more or less than that indicated by market quotations.

### **Capital Assets**

Capital assets are stated at cost. Amortization is provided by the diminishing balance method at the following annual rates:

Buildings	6%
Computer equipment	30%
Computer software	30%
Furniture and equipment	20%

### Impairment of Long-Lived Assets

A long-lived asset is tested for impairment whenever events or changes in circumstances indicate that its carrying amount may not be recoverable. An impairment loss is recognized when the carrying amount of the asset exceeds the sum of the undiscounted cash flows resulting from its use and eventual disposition. Any impairment loss is measured as the amount by which the carrying amount of the long-lived asset exceeds its fair value.

### **Income Taxes**

Chalice (Canada) is a registered charitable organization and qualifies for tax-exempt status pursuant to paragraph 149 (1) (f) of the Income Tax Act.

### **Contributed Services**

A number of volunteers contribute their time each year. Due to the difficulty of determining their fair value, contributed services are not recognized in the financial statements.

### **Allocated Expenses**

Wages and salaries for some employees have been allocated between programming, marketing and administration based on the estimated proportion of time spent by these employees. Of the total wages and salaries of \$2,404,408 (2016 - \$2,303,204), \$766,366 (2016 - \$785,925) was allocated between the three functions, and of this amount, \$301,259 (2016 - \$323,939) was allocated to program expenditures.

### **Use of Estimates**

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the current period. By their nature, these estimates are subject to measurement uncertainty and the effect on the financial statements of changes in such estimates in future periods could be significant.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

### **Financial Instruments**

Measurement of financial instruments

The organization initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions which are measured at the exchange amount.

The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments in equity instruments and mutual fund units, which are measured at fair value. Changes in fair value are recognized in the statement of operations.

Financial assets measured at amortized cost include cash, investments not quoted in an active market and HST receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities. The carrying values as at June 30, 2017 approximate their fair values due to their relatively short term to maturity.

### **Impairment**

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in the statement of operations. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of any reversal is recognized in the statement of operations.

### Transaction costs

The organization recognizes its transaction costs in the statement of operations in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

### 3. INVESTMENTS

SHORT-TERM

Fixed Income - Guaranteed Investment Certificates:

	2017	2016
	\$	\$
Credit Union, redeemable guaranteed investment certificates, maturing June		
28, 2018, with yields to maturity of 1.75%	3,300,000	4,920,505
Accrued interest on guaranteed investment certificates	316	8,218
	3,300,316	4,928,723

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

3. INVEST	[MENTS	(continued)
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LONG-TERM		
	2017	2016
	\$	\$
CIBC Investor's Edge, equity investments (cost - \$3,551; 2016 - \$1,900,350)	3,428	2,082,061
Investment in mutual funds (cost - \$158,145; 2016 - \$147,181)	209,981	193,906
Credit Union, redeemable guaranteed investment certificates, maturing between April 18, 2019 and February 14, 2020, with yields to maturity of 1.90% to 2.05%	5,900,000	47
Accrued interest on guaranteed investment certificates	31,520	27
_	6,144,929	2,275,967

### 4. DUE FROM (TO) OTHER FUNDS

The transactions of the HDP / CP, Urgency, Christmas and Endowment Funds are administered through the main operating and investment accounts of the General Fund. As a result, at June 30, 2017, the balances of the respective funds have been set up as owing from (to) the General Fund. These loans are non-interest bearing, have no set terms of repayment and have been classified as current items on the statement of financial position.

### 5. CAPITAL ASSETS

			2017	2016
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
	\$	\$	\$	\$
Land	1,273,174	-	1,273,174	1,273,174
Buildings	3,966,434	916,306	3,050,128	3,207,366
Computer equipment	158,257	148,629	9,628	13,752
Computer software	323,742	261,139	62,603	75,614
Furniture and equipment	271,108	218,423	52,685	60,797
	5,992,715	1,544,497	4,448,218	4,630,703

Buildings includes an asset with a cost of \$2,341,607 (2016 - \$2,305,314) and accumulated amortization of \$274,391 (2016 - \$143,600) of which approximately 30% of the building is currently being leased to a third party. The related rental revenue of \$146,491 (2016 - \$146,491) is included in 'Fundraising contributions and other revenues' on the Statement of Operations.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 6. DEFERRED CONTRIBUTIONS

Deferred contributions represent sponsorship and other revenue received in the current year that relates to subsequent years. Deferred contributions which relate to periods greater than one year have been presented as long-term.

The deferred contributions balance is comprised of the following externally restricted amounts for which there is not an appropriate restricted fund:

	2017	2016
	\$	\$
Deferred sponsorship contributions	3,036,260	3,068,808
Deferred scholarship contributions	47,580	46,330
Deferred catalogue contributions	386,348	138,706
	3,470,188	3,253,844
Less: long-term portion	341,110	398,102
	3,129,078	2,855,742

Changes in the deferred sponsorship contributions balance are as follows:

	2017	2016
	\$	\$
Beginning balance	3,068,808	2,867,967
Less: amount recognized as revenue during the year	(2,670,706)	(2,519,084)
Add: amount received related to subsequent years	2,638,158	2,719,925
	3,036,260	3,068,808

### 7. COMMITMENTS

The organization is leasing office equipment under a long-term lease, expiring August 2019, the annual rental of which is \$5,025.

The organization has committed funds in the amount of \$1,158,530 to various community projects in the following countries: Bolivia, Cameroon, Chili, Ghana, Haiti, India, Kenya, Paraguay and Ukraine. These funds are expected to be paid out as the community projects meet the requirements for the funding to be advanced.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 7. COMMITMENTS (continued)

The approximate payout for these community projects within the next three years is as follows:

\$

2018	1,036,191
2019	76,753
2020	45,586

With respect to the amounts committed at June 30, 2017, there are amounts committed for which contributions have yet to be received. The HDP / CP Fund has a balance of \$1,235,126 while the commitment amount at June 30, 2017 totals \$1,158,530.

Subsequent to year-end, the organization also committed and approved additional amounts totaling \$2,084,280 to be paid for community projects in Bolivia, Ghana, India, Kenya, Peru, Tanzania and Zambia of which \$414,704 has been paid to the date of the audit report. Considering both the amounts committed at year end and subsequent to year end, the balance of \$2,007,684 is underfunded but it is anticipated to be adequately funded by contributions to the HDP / CP Fund over the next four years.

At year end, the organization committed amounts to be paid for disaster relief funds or for critical need purposes to the Philippines, Haiti and East Africa totaling \$446,223. The Urgency Fund has a balance of \$668,447; therefore, adequate funds have been set aside for these commitments. The remaining resources of \$222,224 in the Urgency Fund are unrestricted disaster relief or critical need contributions which may be used at any location when urgent circumstances arise.

Subsequent to year-end, the organization committed amounts totaling \$807,665 to be paid for disaster relief funds or for critical need purposes to sites in Bolivia, Chili, India, Kenya, Paraguay, Peru and Philippines of which \$171,776 have been paid to the date of the audit report.

### 8. INTERFUND TRANSFERS

During the year, the organization approved interfund transfers from the General Fund to the HDP / CP Fund in the amount of \$86,121 to support funding of community projects.

### 9. FINANCIAL INSTRUMENTS

### **Risks and Concentrations**

The organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the organization's risk exposure and concentrations at June 30, 2017.

### **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 exposed to interest rate risk and other price risk.

### 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's investments in guaranteed investment certificates are subject to cash flow risk as market interest rates fluctuate and the rates available for reinvestment upon maturity may vary from time to time. The fixed-rate instruments subject the organization to a fair value risk.

### CHALICE (CANADA) NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2017

### 9. FINANCIAL INSTRUMENTS (continued)

### Other Price Risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The organization is exposed to other price risk through its investments in equities and mutual fund units.