

PROSPER CANADA
YEAR ENDED MARCH 31, 2024

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INDEPENDENT AUDITOR'S REPORT

To the directors of
PROSPER CANADA

Opinion

We have audited the financial statements of Prosper Canada, which comprise the statement of financial position as at March 31, 2024 and the statements of operations, changes in net assets, and cash flow for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Prosper Canada as at March 31, 2024, its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

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

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

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 these financial statements.

INDEPENDENT AUDITOR'S REPORT (cont'd)

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 organization's internal controls.
- 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 organization'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 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, amongst 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.

Stern Cohen LLP

Chartered Professional Accountants
Licensed Public Accountants
Toronto, Canada
July 24, 2024

PROSPER CANADA

STATEMENT OF OPERATIONS

For the year ended March 31,	Core \$	OFEC-MCCSS \$	Ontario Securities Commission \$	Financial Empowerment Champions \$	Tech-Enabled Financial Empowerment \$	Prosperity Gateways \$	System Change \$	2024 \$	2023 \$
Revenues									
Grants/sponsorship	23,833	1,627,333	858,822	2,016,159	887,499	724,234	558,289	6,696,169	5,713,567
Donations	160,766	-	-	-	-	-	-	160,766	373,764
Interest & sundry	295,753	-	-	-	-	-	-	295,753	117,840
Consulting fees	54,639	-	-	1,036	-	-	-	55,675	51,698
Online course fees	42,053	-	-	2,995	-	-	-	45,048	-
	577,044	1,627,333	858,822	2,020,190	887,499	724,234	558,289	7,253,411	6,256,869
Expenditures									
Salaries & benefits	113,580	136,842	349,661	968,284	360,405	577,815	438,674	2,945,261	2,801,074
Program delivery fees	-	1,477,331	368,949	745,739	375,702	-	-	2,967,721	2,273,636
Program consulting fees	108,757	-	25,087	173,779	(3,725)	26,164	51,462	381,524	187,473
Occupancy	2,424	9,900	45,132	44,044	17,582	44,197	22,656	185,935	179,215
External media & communications	22,635	773	25,226	20,037	66,656	26,392	14,017	175,736	74,013
Resource materials	-	-	-	-	-	-	-	-	165,605
Printing/graphic design expenses	-	-	4,932	580	35,331	12,050	-	52,893	58,973
Office & general expenses	17,735	300	11,310	(3,522)	755	8,045	5,679	40,302	45,085
Organizational development	40,244	-	-	-	-	-	-	40,244	43,581
Equipment related expenses	(13,693)	-	17,791	19,979	(4,595)	10,713	8,933	39,128	38,504
Travel & meeting	6,594	821	2,055	6,862	4,584	4,939	11,978	37,833	7,986
Web-based solutions	5,502	-	-	25,212	1,854	942	-	33,510	17,163
Dues, fees, licenses, memberships	21,501	-	-	-	-	-	-	21,501	19,926
Professional development	20,000	-	-	-	-	-	-	20,000	10,000
Audit & legal	(598)	-	3,798	6,711	2,758	4,132	1,908	18,709	19,021
Translation	363	16	366	211	16,478	-	583	18,017	132,222
Telephone & internet services	(6,314)	1,350	4,515	7,165	3,277	4,753	2,267	17,013	16,911
Corporate website hosting & maintenance	8,191	-	-	1,414	2,430	3,144	-	15,179	14,733
Honoraria	-	-	-	3,695	8,007	948	132	12,782	14,035
Amortization	12,700	-	-	-	-	-	-	12,700	27,398
	359,621	1,627,333	858,822	2,020,190	887,499	724,234	558,289	7,035,988	6,146,554
Excess of revenues over expenses for the year	217,423	-	-	-	-	-	-	217,423	110,315

See accompanying notes.

PROSPER CANADA
STATEMENT OF CHANGES IN NET ASSETS

For the year ended March 31,	Unrestricted	Internally restricted		2024	2023
	\$	Capacity building fund \$	Long term sustainability fund \$	Total \$	Total \$
Beginning of year	172,635	596,500	900,000	1,669,135	1,558,820
Excess of revenues over expenses for the year	217,423	-	-	217,423	110,315
	(200,000)	200,000			
End of year	190,058	796,500	900,000	1,886,558	1,669,135

See accompanying notes.

PROSPER CANADA
STATEMENT OF CASH FLOW

For the year ended March 31,	2024 \$	2023 \$
Operating activities		
Excess (deficiency) of revenues over expenses for the year	217,423	110,315
Item not involving cash		
Amortization of capital assets	12,700	27,398
Working capital from operations	230,123	137,713
Net change in non-cash working capital balances related to operations	(12,171)	2,885,664
Cash from operations	217,952	3,023,377
Investing activities		
Acquisition of capital assets	(5,708)	(17,280)
Disposal of capital assets	-	97
Investments, net	(963,988)	(1,565,479)
	(969,696)	(1,582,662)
Change in cash and cash equivalents during the year	(751,744)	1,440,715
Cash and cash equivalents		
Beginning of year	4,035,712	2,594,997
End of year	3,283,968	4,035,712

See accompanying notes.

PROSPER CANADA
STATEMENT OF FINANCIAL POSITION

As at March 31,	2024	2023
	\$	\$
ASSETS		
Current assets		
Cash and cash equivalents	3,283,968	4,035,712
Short-term investments (Note 2)	4,339,493	3,577,145
Grants and sponsorships receivable (Note 4)	-	44,900
Other receivables	5,000	15,559
HST rebate receivable	78,653	79,695
Prepaid expenses and deposits	29,508	25,724
	7,736,622	7,778,735
Long-term investments (Note 2)	201,640	-
Capital assets (Note 3)	7,679	14,671
	7,945,941	7,793,406
LIABILITIES		
Current liabilities		
Accounts payable and accrued liabilities	1,294,746	1,052,695
Deferred revenue - grants and sponsorships (Note 4)	4,734,637	5,062,026
Deferred revenue - courses	-	9,550
Deferred revenue - donations	30,000	-
	6,059,383	6,124,271
NET ASSETS		
Unrestricted	190,058	172,635
Internally restricted		
Operating reserve fund	900,000	900,000
Capacity building reserve fund	796,500	596,500
	1,696,500	1,496,500
	1,886,558	1,669,135
	7,945,941	7,793,406

Other information (Note 5)

See accompanying notes.

Approved on behalf of the Board:

Chair Audit Committee

PROSPER CANADA
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Prosper Canada is a not-for-profit organization federally incorporated without share capital and is registered with Canada Revenue Agency as a charity, within the meaning of the Income Tax Act.

The organization was founded as an innovative response to high levels of unemployment and welfare dependency in Canada and has evolved into an innovator and producer/manager of effective Canadian self-sufficiency policies and programs.

1. Significant accounting policies

These financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations and include the following significant accounting policies:

(a) Revenue recognition

The organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred.

Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Consulting fees are recognized when services have been rendered and the amount to be received can be reasonably estimated and collection is reasonably assured.

Online course fees are recognized in the period when the course is held or when the performance obligations are completed.

Investment income from all short-term investments is recognized in the core fund as earned.

1. **Significant accounting policies (cont'd)**

(b) *Fund accounting*

The financial statements include the following funds:

- Internally restricted: as approved by the Board of Directors, two funds have been designated and set aside to address specific future requirements. The Operating reserve fund is to provide an internal source of funds to address unanticipated budget shortfalls to ensure the stability of the organization's operations and has a target of 25-35% of annual core operating costs. The Capacity building reserve fund is to provide funds for strategic organizational capacity building priorities to ensure ongoing capacity to advance Prosper Canada's mission and/or to respond to specific opportunities to improve and/or expand our impact; and
- Unrestricted: reflects the cumulative net excess of revenues over expenses in excess of any funds internally restricted as described above.

The programs that Prosper Canada participate in are as follows:

CORE

The Prosper Canada Core Fund ("Core") accounts for the organization's strategic planning, fundraising and administrative activities.

OFEC-MCCSS

Ontario Financial Empowerment Champions is a one-year project extension funded by the Ontario Ministry of Children, Community, and Social Services (MCCSS) to enable a network of community-based Financial Empowerment Champion organizations and their local partners to deliver financial empowerment interventions to 21,600+ Ontarians living in or at high risk of poverty and Prosper Canada to promote and support the integration of FE services into Ontario Works programs across the province.

1. Significant accounting policies (cont'd)

(b) Fund accounting (cont'd)

ONTARIO SECURITIES COMMISSION

The Financial Information, Literacy, and Capability Project is a three-year initiative funded by the Ontario Securities Commission (OSC) to sustainably scale the provision of tailored financial information, education, and counselling to Ontarians with low and moderate incomes. The project aims to equip participants to measurably build their financial capability and stability and support them to build savings and become informed investors.

FINANCIAL EMPOWERMENT CHAMPIONS (FECs)

Financial Wellness in First Nations Communities was a two-year project funded by Investors Group to support the collaboration of two Financial Empowerment Champion community partners and 4+ First Nation communities in Manitoba and in Ontario to pilot, document, and support the establishment of new financial help approaches to meet the needs of First Nation communities. The project funding was extended for an additional two years, to reach a total of 35+ First Nation communities in Manitoba and Ontario and pilot an innovative financial helpline to help members from 6+ First Nation communities.

Capacity Building and Community of Practice is a three-year project funded by Coast Capital aimed at building the capacity of community service staff to provide tailored financial help services to financially vulnerable Canadians. Prosper Canada will also convene a Community of Practice to engage participating organizations and practitioners in peer-to-peer knowledge exchange and problem solving.

Decreasing Barriers Faced by Low Income Communities is a three-year project funded by Seneca College of Applied Arts & Technology to develop an online appointment scheduling tool for tax clinics across Canada.

Expanding Financial Empowerment for Black Canadians is a five-year project committed to expanding FE for Black Canadians living on low income which includes deepening the understanding of opportunities for Black Canadians in achieving greater financial health and security. This project is funded by Definity Foundation.

1. **Significant accounting policies (cont'd)**

(b) *Fund accounting (cont'd)*

Virtual Self-File is a one-year project funded by Intuit Financial Freedom Foundation. The project aims to adapt and scale the virtual tax clinic pilot which supports people on low incomes to self-file, creating a new virtual version with enhanced free Intuit software and volunteer and client training and resources. The program will be piloted by several community agencies across Canada.

Financial Empowerment Foundations Course is a six-month long project funded by Capital One to develop and launch a foundational training course for frontline staff serving Canadians with low incomes.

Expanding Local Financial Empowerment Services Through Building Community Infrastructure and Capacity is a three-year project to support a network of community financial empowerment providers with a focus on building partnerships with black-led, black-serving, and black-focused (B3) organizations to expand FE services for Black Canadians. This project is supported primarily by the Definity Foundation, McConnell Foundation, and Manulife.

TECH-ENABLED FINANCIAL EMPOWERMENT

Benefits Wayfinder is a six-year project funded by TD Bank Group, Maple Leaf Centre for Food Security and Tax-Filer Empowerment Canada. This project aims to develop and scale the take-up of a national, bilingual, online benefit navigator to help 350,000+ financially struggling Canadians to access income benefits. The Benefits Wayfinder offers Canadians a trusted, one-stop resource to help them find and navigate income benefits they are eligible for, but not receiving, and to apply for benefits with confidence. Additional funding for longitudinal evaluation on this project is provided by the McConnell Foundation.

Financial Empowerment for People with Disabilities is a three-year project funded by Employment and Social Development Canada. The project aims to develop an effective benefits service, with the potential for sustainable scaling, that can support people with disabilities – at no or low cost to them – to access government benefits they are eligible for but not yet receiving.

1. **Significant accounting policies (cont'd)**

(b) *Fund accounting (cont'd)*

PROSPERITY GATEWAYS

Prosperity Gateways is a three-year project, funded by the Maytree Foundation, CIBC Foundation and the JP Morgan Chase Foundation, aimed at supporting cities across Canada to build effective financial health interventions into their services (e.g. employment, housing, social assistance and health care) to help residents improve their financial stability and health, as well as improve city service outcomes. This project builds on our original Prosperity Gateways project, funded by Maytree from 2018-2021. Developmental Evaluation support for this project is funded by the McConnell Foundation.

Embedded Financial Coaching and Client Data Outcomes Platform is a project funded by JP Morgan Chase Foundation, RBC Foundation, the Ontario Securities Commission (OSC), Ontario Trillium Foundation, to develop, test, and iteratively refine a new shared client data outcomes platform, an approach to embedding financial coaching, and scale both for national adoption. The piloting of this platform will be done as part of Prosper Canada's efforts to develop an in-depth, clearly defined financial coaching service model (including minimum training, accreditation and service requirements aligned with proven practices) to support Canadians who need further help to advance on the path to greater financial resilience.

SYSTEM CHANGE

System Change focuses on two project areas: Solutions Lab and Government Policy Change.

Solutions Lab / Financial Help Project is a three-year project. In 2023/2024 it was funded by Co-operators, Max Bell Foundation, Vancity and the McConnell Foundation. This project aims to build cross-sector consensus on the current gap in access to affordable, appropriate and trustworthy financial help services for people with low incomes in Canada, including further investment in community-delivered financial help. This is phase one of a longer initiative aimed at identifying and advancing solutions to close this gap alongside ecosystem actors from government, financial sector and community.

1. **Significant accounting policies (cont'd)**

(b) *Fund accounting (cont'd)*

Government Policy Change, with support from the McConnell Foundation and Manulife, this program area aims to advance policy solutions related to sustainable funding in the field of financial inclusion and financial empowerment, improvements to consumer protection and a more equitable financial ecosystem. We use frontline insights, and work with allied partners to drive coordinated advocacy on “upstream” solutions that remove systemic barriers, protect vulnerable consumers, and make government programs/financial services more relevant, accessible, and effective for people with low incomes.

National Tax Convening is a one-year project funded by Intuit to host national, cross-sectoral convenings to document opportunities to increase tax filing and benefit uptake for people living on low incomes.

(c) *Cash and cash equivalents*

Cash and cash equivalents include highly liquid investments that are readily convertible to known amounts of cash and that are subject to an insignificant risk in changes in value.

(d) *Capital assets*

Capital assets are stated at cost. Amortization is recorded at rates calculated to charge the cost of the assets to operations over their estimated useful lives. Maintenance and repairs are charged to operations as incurred. Gains and losses on disposals are calculated on the remaining net book value at the time of disposal and included in income.

Amortization is charged to operations at the following annual rates:

Furniture and fixtures	-	20% declining balance
Computer equipment	-	2 years straight line

1. Significant accounting policies (cont'd)

(e) Allocation of expenses

Project expenditures include both costs that are specifically identifiable with the project and costs that have been allocated to the project. The organization allocates these expenses by identifying the appropriate basis of allocating each component expense, and applies that basis consistently each year.

Expenses are allocated on the following basis:

Salaries and benefits - based on management's estimate of time spent by staff on each project.

Other supplies and services - based on management's estimate of the usage of such resources by the project.

(f) 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, liabilities, revenues and expenditures during the period. Significant items subject to such estimates include the estimated useful life of capital assets as well as allocation of expenses to projects. Actual results could differ from these estimates.

(g) Financial instruments

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

The organization subsequently measures all its financial assets and financial liabilities at amortized cost. Changes in fair value are recognized in the statement of operations.

Financial assets measured at amortized cost consist of cash and cash equivalents, short-term investments, accounts receivable, other receivables,.

Financial liabilities measured at amortized cost consist of accounts payable and accrued liabilities, and deferred revenue.

PROSPER CANADA
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

1. Significant accounting policies (cont'd)

(h) *Contributed services*

Contributions of services are recognized both as contributions and expenses in the statement of revenues and expenses when a fair value can be reasonably estimated and when the materials and services are used in the normal course of the organization's operations and would otherwise have been purchased.

During the fiscal year, legal and consulting services were donated to the organization. These contributions are not recognized in the financial statements as they would not have otherwise been purchased by the organization. There were no other contributions of services recognized in the financial statements.

The organization benefits from services in the form of volunteer time to fulfill its mission. Since these invaluable services are not purchased by the organization and a reasonable estimate of their value cannot be made, they are not recorded in the financial statements.

2. Investments

	2024 \$	2023 \$
Guaranteed investment certificates - short-term	4,339,493	3,577,145
Guaranteed investment certificates - long-term	201,640	-
	4,541,133	3,577,145

The guaranteed investment certificates bear a yield to maturity of 4.75% to 5.55% (2023 - 0.75% to 5.20%) with staggered maturity dates from June 19, 2024 to January 29, 2026 (2023 - May 18, 2023 to January 31, 2024).

PROSPER CANADA
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

3. Capital assets

	Cost \$	Accumulated amortization \$	Net Book Value	
			2024 \$	2023 \$
Furniture and fixtures	40,144	35,319	4,825	6,031
Computer equipment and software	22,988	20,134	2,854	8,640
	63,132	55,453	7,679	14,671

4. Deferred revenue and receivables - grants and sponsorships

The organization records restricted contributions as deferred revenue until it is expended for the purpose of the related grant. The change in the amount of deferred grants for fiscal 2024 is summarized as follows:

	Beginning of year		Received in the year \$	Adjusted in the year \$	Recognized as revenue \$	End of year	
	Deferred Revenue \$	Receivable \$				Deferred Revenue \$	Receivable \$
CORE	10,000	-	10,000	13,832	(23,832)	10,000	-
OFEC-MCCSS	7,067	3,025	1,627,333	(4,042)	(1,627,333)	-	-
ONTARIO SECURITIES COMMISSION	646,554	-	889,561	-	(858,822)	677,293	-
FINANCIAL EMPOWERMENT CHAMPIONS	2,630,877	12,000	1,443,250	-	(2,016,160)	2,045,967	-
TECH-ENABLED FINANCIAL EMPOWERMENT	1,157,489	-	1,320,259	-	(887,499)	1,590,249	-
PROSPERITY GATEWAYS	317,954	-	817,408	-	(724,234)	411,128	-
SYSTEM CHANGE	292,085	29,875	295,000	1,079	(558,289)	-	-
	5,062,026	44,900	6,402,811	10,869	(6,696,169)	4,734,637	-

5. Other Information

(a) *Lease obligation*

The organization is committed under a net lease for premises until January 31, 2029. Annual rents are approximately as follows:

	\$
2025	197,700
2026	200,000
2027	202,300
2028	204,600
2029	172,100
	976,700

(b) *Financial instruments*

The organization is exposed to the following significant financial risks:

(ii) *Liquidity risk*

Liquidity risk is the risk that the organization may not be able to meet its financial obligations as they become due. The organization manages its liquidity risk by monitoring and managing the cash requirements to ensure the organization has sufficient funds to meet its operational requirements.

(iii) *Credit risk*

The organization is exposed to credit risk in the event of non-payment by contributors in connection with its accounts receivable. The exposure to credit risk is the carrying value of accounts receivable on the statement of financial position.

(iv) *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 only to interest rate risk as a result of its investments. However, the risk associated with these investments is low, since these assets are guaranteed investment securities.