

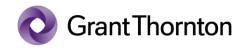
Financial Statements

Hope and Healing International

June 30, 2020

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Independent Auditor's Report

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To the members of Hope and Healing International

Opinion

We have audited the consolidated financial statements of Hope and Healing International (the "Organization"), which comprise the statement of financial position as at June 30, 2020, and the statements of operations, fund balances and cash flows for the year then ended and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Hope and Healing International as at June 30, 2020 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for 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 Consolidated 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 consolidated 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 Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated 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 Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated 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 consolidated 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 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 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 consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated 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.

Markham, Canada November 21, 2020 Chartered Professional Accountants Licensed Public Accountants

grant Thornton LLP

Hope and Healing International Consolidated Statement of Operations

Year ended June 30

| | | | | | 2020 | 2019 |
|--|--------------------|-----------------|--------------|-------------|---------------------|--------------------|
| | Operating Fund | Restricted Fund | Capital Fund | NIA | Consolidated | Consolidated |
| Revenue | | | | | | |
| Contributions | \$ 10,387,848 | \$ - | \$ - | \$ - | \$ 10,387,848 | \$ 11,318,325 |
| Donations-in-kind | 10,061,952 | - | - | - | 10,061,952 | 14,337,854 |
| Bequests | 3,391,884 | - | - | - | 3,391,884 | 1,992,178 |
| Endowmentincome | 76,500 | (4,226) | - | - | 72,274 | 164,323 |
| Annuity and trust income | 148,468 | - | - | - | 148,468 | 524,002 |
| Sales | - | - | - | - | - | 53,600 |
| Grants | - | - | - | 76,832 | 76,832 | 13,013 |
| Investmentincome | 247,913 | - | - | - | 247,913 | 26,771 |
| Other | <u>166,643</u> | - | - | 3,666 | 170,309 | 28,727 |
| | 24,481,208 | (4,226) | | 80,498 | 24,557,480 | 28,458,793 |
| Expenditure | | | | | | |
| International Programs | 15,932,439 | - | - | 316,538 | 16,248,977 | 22,533,875 |
| Canadian Programs - Educational and Spiritual | 2,503,471 | | | <u>-</u> | 2,503,471 | 2,271,692 |
| | <u> 18,435,910</u> | | <u>-</u> | 316,538 | <u> 18,752,448</u> | 24,805,567 |
| Supporting Ministries | | | | | | |
| Fundraising/marketing | 3,319,565 | - | - | - | 3,319,565 | 3,162,904 |
| General and Administrative - Support (Note 7) | 1,177,075 | - | - | 143,246 | 1,320,321 | 1,270,334 |
| Amortization | <u>-</u> | <u>=</u> | 92,841 | | 92,841 | 125,396 |
| | 4,496,640 | | 92,841 | 143,246 | 4,732,727 | 4,558,634 |
| | 22,932,550 | | 92,841 | 459,784 | 23,485,175 | 29,364,201 |
| Excess (deficiency) of revenue over expenditure | | | | | | |
| before other items | 1,548,658 | (4,226) | (92,841) | (379,286) | 1,072,305 | (905,408) |
| Grant to NIA | (355,140) | | | 355,140 | <u>-</u> | |
| Excess (deficiency) of revenue over expenditure before gain on sales of assets and | | | | | | |
| discontinued operations | 1,193,518 | (4,226) | (92,841) | (24,146) | 1,072,305 | (905,408) |
| Excess of revenue over expenditures on CBMUS | - | - | - | - | - | 230,077 |
| Loss on disposal of CBM US | - | - | - | - | - | (7,352,618) |
| Gain on sale of capital assets | 4,983,661 | <u>-</u> | | | 4,983,661 | |
| | <u>4,983,661</u> | | | | <u>4,983,661</u> | <u>(7,122,541)</u> |
| Excess (deficiency) of revenue over expenditures | \$ 6,177,179 | \$ (4,226) | \$ (92,841) | \$ (24,146) | \$ 6,055,966 | \$ (8,027,949) |

Hope and Healing International Consolidated Statement of Fund Balances

Year ended June 30

| | | | | | | 2020 | 2019 |
|--|----------------|-------------------------------|--------------|--------------|-----------|---------------|---------------|
| | Operating Fund | Externally Restricted Fund | Reserve Fund | Capital Fund | NIA | Consolidated | Consolidated |
| Fund balance, beginning of period | \$ 3,243,836 | \$ 2,636,969 | \$ - | \$ 1,540,193 | \$ 98,724 | \$ 7,519,722 | \$ 15,673,418 |
| Excess (deficiency) of revenue over expenditure for the period | 6,177,179 | (4,226) | - | (92,841) | (24,146) | 6,055,966 | (905,408) |
| Loss on discontinued operations | - | - | - | - | - | - | (7,122,541) |
| Interfund transfers during the period | (3,137,796) | (325,366) | 4,840,000 | (1,376,838) | - | - | - |
| Change in cumulative translation adjustment | | | | | | | (125,747) |
| Fund balance, end of period | \$ 6,283,219 | \$ 2,307,377 | \$ 4,840,000 | \$ 70,514 | \$ 74,578 | \$ 13,575,688 | \$ 7,519,722 |

Hope and Healing International Consolidated Statement of Financial Position

As at June 30, 2020

| | | | | | | 2020 | 2019 |
|---|--|---|--|---|---|--|--|
| Assets | Operating Fund | Externally Restricted Fund | Reserve Fund | Capital Fund | NIA | Consolidated | Consolidated |
| Current Cash and cash equivalents Investments (Note 9) Accounts receivable Project advance Prepaid expenses | \$ 4,967,571 267,837 170,398 648,867 95,399 6,150,072 | \$ 52,971 3,299,895 - - - - - - - - - - - - - - - - - - - | \$ - 4,840,000 - - - 4,840,000 | \$ - - - - - - | \$ 111,741 - - - - - - - - - -111,741 | \$ 5,132,283 8,407,732 170,398 648,867 95,399 14,454,679 | \$ 2,396,671 3,900,835 165,652 814,009 15,581 7,292,748 |
| Donations-in-kind Capital assets (Note 3) | 384,037 | <u> </u> | <u> </u> | 70,514 | <u> </u> | 384,037 70,514 | 399,366 1,540,193 |
| | \$ 6,534,109 | \$ 3,352,866 | \$ 4,840,000 | \$ 70,514 | \$ 111,741 | \$ 14,909,230 | \$ 9,232,307 |
| Liabilities Current Account payable and accrued liabilities Current portion of gift annuities | \$ 250,890 | \$ - <u>98,120</u> 98,120 | \$ - - | \$ - | \$ 37,163 | \$ 288,053 98,120 386,173 | \$ 446,550 117,158 563,708 |
| Annuities and trusts (Note 5) Gift annuities Trust agreements Deferred income | | 424,889 84,870 437,610 947,369 1,045,489 | | | - - - - 37,163 | 424,889 84,870 <u>437,610</u> 947,369 <u>1,333,542</u> | 605,936 79,406 463,535 1,148,877 1,712,585 |
| Fund Balances Invested in capital assets Endow ment (Note 4) Internally restricted Unrestricted (Note 8) | 6,283,219 6,283,219 \$ 6,534,109 | 2,307,377 | 4,840,000 - - - - - - - - - - - - - - - - - | 70,514 - - - - - - - - - - - - - - - - - - - | 74,578 74,578 111,741 | 70,514 2,307,377 4,840,000 6,357,797 13,575,688 \$ 14,909,230 | 1,540,193 2,636,969 3,342,560 7,519,722 \$ 9,232,307 |

On behalf of the Board

Jonathan Liteplo, Board Chair

Wayne Feasby, Treasurer

Hope and Healing International Consolidated Statement of Cash Flows

Year ended June 30

| | 2020 | 2019 |
|---|---|--|
| Increase (decrease) in cash | | |
| Operating Deficiency of revenue over expenditures for the period | \$ 6,055,966 | \$ (905,408) |
| Items not affecting cash Loss on disposal of CBM US Cumulative translation adjustment Gain on sale of capital assets Amortization of capital assets | - (4,983,661) <u>92,841</u> | (7,122,541) (125,747) - 125,396 |
| | 1,165,146 | (8,028,300) |
| Change in non-cash operating working capital items Accounts receivable Project advance Prepaid expenses Donations-in-kind Accounts payable and accrued liabilities Gift annuities Trust agreements Payable to affiliate Deferred income | (4,746) 165,142 (79,818) 15,329 (158,497) (181,047) 5,464 - (25,925) (283,136) | 739,352 42,594 (12,200) 2,236,921 20,738 (234,284) (154,213) (240,579) (810,503) |
| Investing Net change in investments Purchase of capital assets Proceeds on disposition of capital assets | (4,506,897) (89,501) 6,450,000 1,853,602 | 6,681,454 (192,987) ———————————————————————————————————— |
| Net increase in cash | 2,735,612 | 47,993 |
| Cash and cash equivalents, beginning of period | 2,396,671 | 2,348,678 |
| Cash and cash equivalents, end of period | \$ 5,132,283 | \$ 2,396,671 |

June 30, 2020

1. Nature of operations

Hope and Healing International (the "Organization") is a religious, charitable, not-for-profit corporation without share capital, registered by Canada Revenue Agency for tax receipting purposes. The consolidated financial statements present the consolidated financial position and results of operations conducted by the Canadian organization world-wide.

Hope and Healing International is an international Christian development organization, committed to bringing hope and healing and improving the quality of life of persons with disabilities in the poorest countries of the world.

2. Summary of significant accounting policies

Basis of presentation

These consolidated financial statements present, in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the Chartered Professional Accountants of Canada ("CPA Canada") Handbook the assets, liabilities, fund balances, revenue, expenses and cash flows of Hope and Healing International and its controlled entities.

NIA Technologies Inc. (NIA) commenced its first year effective July 21, 2015. It is controlled by the Organization. NIA is consolidated with the Organization.

The Organization was the sole member of Christian Blind Mission International Inc. o/a CBM USA ("CBM US"). Effective October 1, 2018, the Organization transferred its rights and duties as CBM US' sole member to Christoffel-Blindenmission Deutschland e.V. and as such, no longer controls CBM US. CBM US was consolidated with the organization prior to the change in control. Revenue and expenditures prior to the change in control have been translated using an average monthly exchange rate.

Fund accounting

The Organization follows the restricted fund method of accounting for contributions. The operating fund reports the activity related to the operations and administration of the Organization. The externally restricted fund reports the activity related to the planned giving operations of the Organization for which contributions have been externally restricted by the donor. The capital fund reports the activity related to the capital assets of the Organization. The NIA fund reports the activity related to NIA Technologies Inc.

The internally restricted reserve fund was established by the Board during the fiscal year. The reserve fund is only to be used when approved by the Board for items they deem necessary. The intent is to have funds available to fund charitable operations in times of financial difficulty. The reserve is to be funded through transfers from unrestricted net assets that are sourced from operational surpluses.

Revenue recognition

Contributions are recognized as revenue of the appropriate fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Investment income is recorded on the accrual basis and includes interest income, dividends, realized gains on sale of investments and change in unrealized gains on investments.

June 30, 2020

2. Summary of significant accounting policies (continued)

Donations-in-kind

Donations-in-kind are valued at fair value at the date of contribution and included as revenues and assets of the Organization. When distributed, donations-in-kind are expensed; and the asset is written off.

Cash and cash equivalents

Cash and cash equivalents include balances with banks and short-term deposits with original maturities of three months or less.

Capital assets

The capital assets are carried at cost less accumulated amortization. Amortization is calculated based upon the estimated useful life of the assets on a straight-line basis at the following annual rates:

Building - over 30 years
Solar equipment - over 20 years
Furniture and other equipment - over 5 years
Computer equipment - over 3 years

Capital assets are tested for impairment when events or changes in circumstances indicate that an asset might be impaired. The assets are tested for impairment by comparing the net carrying value to their fair value or replacement cost. If the asset's fair value or replacement cost is determined to be less than its net carrying value, the resulting impairment is reported in the statement of operations. Any impairment recognized is not reversed.

Contributed services

Volunteer services contributed to the Organization in carrying out its operating activities are not recognized in these financial statements due to the difficulty in determining their fair value.

Use of estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

Allocation of Expenses

The Organization engages in international programs, Canadian programs, education and fundraising programs. The Organization also incurs various general and administrative support expenses that are common to the administration of the organization and each of its programs. All costs that are allocated relate to general and administrative support expenses.

June 30, 2020

2. Summary of significant accounting policies (continued)

Allocation of Expenses (continued)

With respect to general and administrative support expenses, the appropriate basis of allocating each component expense is identified and applied on a consistent basis each year. Corporate governance and general management expenses are not allocated. Other general and administrative support expenses are allocated on the following basis:

- Facilities costs are allocated proportionately on the basis of office space utilization.
- Human resources, information technology, accounting support service costs and remaining general and administrative support expenses are allocated proportionately on the basis of hours incurred directly in undertaking each function.

Financial instruments

The Organization's financial instruments are comprised of cash, investments, accounts receivable, accounts payable, gift annuities and trust agreements.

Financial assets or liabilities obtained in arm's length transactions are initially measured at their fair value. Financial assets or liabilities obtained in related party transactions are measured at their exchange amount. The Organization subsequently measures all of its financial assets and liabilities at amortized cost, except investments in an active market which are measured at fair value using the closing price at year end.

Financial assets measured at amortized cost are assessed at each reporting date for indications of impairment. If such impairment exists, the asset is written down; and the resulting impairment loss is recognized in the statement of operations.

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 reversal are recognized in the statement of operations.

Adoption of new accounting standards

On July 1, 2019, the Organization adopted new accounting standards Section 4433 Tangible capital assets held by not-for-profit organizations and Section 4434 Intangible assets held by not-for-profit organizations (the "standards"). The most significant requirements include:

- tangible capital assets must be separated into their component parts, when practicable, and when estimates can be made of the lives of the separate components;
- tangible capital assets and intangible assets are written down to fair value or replacement cost
 to reflect partial impairments when conditions indicate that the assets no longer contribute to
 an organization's ability to provide goods and services, or that the value of future economic
 benefits or service potential associated with the tangible capital assets are less than their net
 carrying amounts; and
- additional disclosure when an impairment has occurred.

The adoption of the new accounting standards was applied prospectively, except the Organization was permitted to recognize an adjustment to opening net assets at July 1, 2019 to reflect partial impairments of tangible and intangible assets existing at that date. The adoption of these standards did not have any impact on the statement of financial position as at July 1, 2019 and the changes in financial position for the current period.

June 30, 2020

3. Capital assets

| | Cost | | cumulated nortization | 2020 Net Book <u>Value</u> | 2019 Net Book Value |
|-------------------------------|---------------|----|--------------------------|----------------------------------|-------------------------------|
| Land | \$ - | \$ | - | \$ - | \$ 377,000 |
| Building | - | | - | - | 1,070,459 |
| Solar equipment | - | | - | - | 39,821 |
| Furniture and other equipment | - | | - | - | 10,932 |
| Computer equipment | 102,497 | _ | 31,984 | <u>70,514</u> | 41,981 |
| | \$ 102,497 | \$ | 31,984 | \$ 70,514 | \$ 1,540,193 |

During the year, the Organization disposed of land, building, solar equipment, furniture and other equipment for net proceeds of \$6,450,000 (2019 - \$nil) and recorded a net gain on disposal of \$4,983,661 (2019 - \$nil).

4. Externally restricted fund balance

Major categories of externally imposed restrictions on fund balances are as follows:

| | 2020 | 2019 |
|--|--------------|--------------|
| Endowments, the income from which must be used for overseas programs | \$ 2,307,377 | \$ 2,307,377 |
| Cumulative unrealized gains (losses) on Endowment Fund resources | | 329,592 |
| | \$ 2,307,377 | \$ 2,636,969 |

5. Gift annuities and trust agreements

Gift Annuities

The Organization has entered into irrevocable gift annuity agreements with donors desirous of making a charitable donation to the Organization. Payments at guaranteed rates are made during the lifetime of the annuitant. On the death of the annuitant, the balance of funds remain the property of the Organization and are recorded as income at that time.

Trust Agreements

The Organization has established revocable and irrevocable trust agreements as a form of deferred giving. Under the terms of the agreements, interest earned is paid to the donor/investor. At the time of the donor/investor's death, the principal becomes available for ministry purposes.

June 30, 2020

Financial Instruments

Risks and concentrations

The Organization is exposed to various risks through its financial instruments. The Organization's Board of Directors has approved a Statement of Investment Policy that provides the guidelines for managing the investments of the Organization. The following analysis provides a summary of the Organization's exposure to and concentrations of risk at June 30, 2020.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Organization is exposed to interest rate risk on its fixed income investments. The Organization manages this risk by staggering the terms of the investments held.

Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in foreign exchange rates. The Organization is exposed to currency risk in holding assets and/or liabilities denominated in currencies other than the Canadian dollar, the Organization's functional currency, as the value of the instruments denominated in other currencies will fluctuate in accordance with the applicable exchange rates in effect.

Price risk

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 instrument or its issuer or factors affecting all similar financial instruments traded in the market. The Organization is exposed to price risk on its investments in equities. The Organization mitigates this risk through controls to monitor and limit concentration levels.

Other risks

The Organization's exposure to credit risk is limited because it does not engage in transactions directly exposed to this risk. The Organization's exposure to liquidity risk is limited because of the near-term maturity of the majority of its short-term investments.

June 30, 2020

7. Allocation of expenses

General and administrative support expenses are stated after allocation of the following amounts:

| | 2020 | _ | 2019 |
|--|-------------------------------------|----|------------------------------|
| International programs Education Fundraising | \$ 130,521 282,572 483,062 | \$ | 56,172 128,171 210,058 |
| | \$ 896,155 | \$ | 394,401 |

8. Unrestricted fund balance

The Organization has approved and committed to fund projects in which it will participate and is committed to raise funds for such purposes. The Organization monitors the financial and administrative direction and control over the projects throughout the commitment period. Expenses for these projects are recognized once the Organization has received evidence confirming the utilization of these funds. The expected remaining funding commitment to these projects amounts to \$2,445,494 (2019 - \$2,205,389) that will be released from the unrestricted fund balance. Included in this amount is \$648,867 (2019 - \$814,009), which represents project advances to be released from the unrestricted fund balance.

| 9. | Investments | | |
|----|-------------|--|--|
| | | | |
| | | | |

| | 2020 | 2019 |
|--|--|---|
| Equities Domestic Foreign Fixed income Cash and cash equivalents | \$ 2,358,753 712,405 5,295,172 93,599 | \$ 641,313 755,921 2,525,886 27,186 |
| | <u>\$ 8,459,929</u> | \$ 3,950,306 |

10. Commitments

The Organization has lease obligations for its premises with future minimum payments as follows:

| 2021 | \$ 87,500 |
|------------|--------------|
| 2022 | 175,000 |
| 2023 | 175,000 |
| 2024 | 175,000 |
| 2025 | 175,000 |
| Thereafter | 1,093,750 |

June 30, 2020

11. Impact of COVID-19

Since January 1, 2020, the spread of COVID-19 has severely impacted many local economies worldwide. In many countries, including Canada, businesses are being forced to cease or limit operations for extended or indefinite periods. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing and closures of non-essential services have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown. Global stock markets have also experienced great volatility and a significant weakening. Governments and central banks have responded with monetary and fiscal interventions to stabilize financial conditions.

The Organization has been active in monitoring and assessing the impact of the pandemic on operations and has taken necessary steps to reduce expenditures where appropriate, including the application for and receipt of federal government wage subsidies of \$111,344.

The duration and impact of the COVID-19 pandemic, as well as the effectiveness of government and central bank responses, remains unclear at this time. It is not possible to reliably estimate the duration and severity of these consequences as well as their potential impact on the financial position and results of the Organization for future periods. The Organization has taken the necessary steps to ensure that it is able to continue its operations while complying with government regulations and ensuring the safety of its employees. A formal budget and strategic plan have been approved by the Board that is committed to sustaining its partners through this time of great need with continued programmatic support. The Organization is committed to adjusting operations as required to ensure the continued sustainability of the Organization in its pursuit of its mission.