

UNITED WAY OF GREATER SAINT JOHN INC.

FINANCIAL STATEMENTS

FEBRUARY 28, 2019

UNITED WAY OF GREATER SAINT JOHN INC.

FEBRUARY 28, 2019

CONTENTS

	Page
INDEPENDENT AUDITORS' REPORT	1 - 2
FINANCIAL STATEMENTS	
Statement of Financial Position	3
Statement of Changes in Fund Balances	4
Statement of Operations	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 13
Schedule of General Management and Administration Expenditures	14
Schedule of Campaign Expenditures	15
Schedule of Community Impact Expenditures	16
Schedule of Allocations to Funded Organizations	17

INDEPENDENT AUDITORS' REPORT

To the Members of the United Way of Greater Saint John Inc.

Qualified Opinion

We have audited the accompanying financial statements of the United Way of Greater Saint John Inc. (the "organization"), which comprise the statement of financial position as at February 28, 2019 and the statements of changes in fund balances, operations 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 the organization as at February 28, 2019, 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 Qualified Opinion

In common with many charitable organizations, the organization derives revenues from the general public in the form of pledges and donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of revenues from pledges and donations was limited to the amounts recorded in the records of the organization and we were not able to determine whether any adjustments might be necessary to these revenues, excess of revenue over expenditures, assets and fund balances. Our audit opinion on the financial statements for the year ended February 28, 2018 was modified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our 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 those requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

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 the organization's ability to continue as a going concern, disclosing, as applicable, matters relating 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.

(continues)

Auditors' 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. 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 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 auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the 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, 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.

Saint John, New Brunswick
June 27, 2019


CHARTERED PROFESSIONAL ACCOUNTANTS

UNITED WAY OF GREATER SAINT JOHN INC.

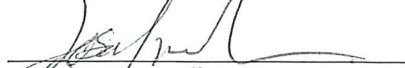

STATEMENT OF FINANCIAL POSITION

AS AT FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
ASSETS		
CURRENT		
Cash	\$ 154,525	\$ 117,817
Term deposits	349,102	392,079
Restricted term deposits (Note 9)	32,601	22,570
Pledges receivable (Note 4)	978,248	974,794
Other receivables (Note 5)	20,488	36,555
Prepaid expenses	<u>9,881</u>	<u>7,205</u>
	1,195,743	1,158,941
TERM DEPOSITS	495,062	325,159
RESTRICTED TERM DEPOSITS (Note 9)	85,049	145,080
CAPITAL ASSETS (Note 6)	<u>3,131</u>	<u>4,105</u>
	<u>\$ 2,128,087</u>	<u>\$ 2,025,364</u>
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities (Note 7)	\$ 41,032	\$ 29,835
Allocations and grants payable (Note 8)	1,038,900	1,119,517
Deferred income (Note 9)	<u>148,283</u>	<u>167,775</u>
	<u>1,228,215</u>	<u>1,317,127</u>
RETIREMENT ALLOWANCE (Note 10)	<u>18,640</u>	<u>16,640</u>
FUND BALANCES		
INTERNALLY RESTRICTED	513,457	513,457
UNRESTRICTED	<u>367,775</u>	<u>178,140</u>
	<u>881,232</u>	<u>691,597</u>
	<u>\$ 2,128,087</u>	<u>\$ 2,025,364</u>

COMMITMENTS (Note 14)

APPROVED/ON BEHALF OF THE BOARD:

 Director
 Director

UNITED WAY OF GREATER SAINT JOHN INC.

STATEMENT OF CHANGES IN FUND BALANCES

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>			<u>2018</u>
	<u>Internally Restricted</u>	<u>Unrestricted</u>	<u>Total</u>	<u>Total</u>
BALANCE AT BEGINNING OF YEAR	\$ 513,457	\$ 178,140	\$ 691,597	\$ 597,797
Excess of revenue over expenditures	<u>-</u>	<u>189,635</u>	<u>189,635</u>	<u>93,800</u>
BALANCE AT END OF YEAR	<u>\$ 513,457</u>	<u>\$ 367,775</u>	<u>\$ 881,232</u>	<u>\$ 691,597</u>

UNITED WAY OF GREATER SAINT JOHN INC.

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
REVENUE		
Campaign pledges and collections		
Payroll deductions	\$ 740,296	\$ 753,442
Corporate and individual	669,100	625,218
Investment advisory	301,000	325,425
Special events	<u>47,605</u>	<u>43,173</u>
Gross campaign revenue	1,758,001	1,747,258
Uncollectible pledges loss	<u>(86,460)</u>	<u>(69,905)</u>
Net campaign revenue	1,671,541	1,677,353
Investment income (Note 11)	24,375	16,293
Forfeited allocations	22,416	-
Health partners cost recovery (Note 12)	2,635	2,939
Grant revenue	-	35,000
Other United Way campaigns	-	9,678
Other pledges and collections	<u>-</u>	<u>19,036</u>
	<u>1,720,967</u>	<u>1,760,299</u>
EXPENDITURES		
Campaign (Page 15)	261,771	247,909
Community impact (Page 16)	<u>1,269,561</u>	<u>1,418,590</u>
	<u>1,531,332</u>	<u>1,666,499</u>
EXCESS OF REVENUE OVER EXPENDITURES	<u>\$ 189,635</u>	<u>\$ 93,800</u>

UNITED WAY OF GREATER SAINT JOHN INC.

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
CASH PROVIDED BY (USED IN)		
Operating activities		
Excess of revenue over expenditures	\$ 189,635	\$ 93,800
Items not involving cash:		
Donated investments	(14,135)	(6,803)
Amortization of capital assets	2,500	993
Gain on disposal of investments	<u>(806)</u>	<u>-</u>
	177,194	87,990
Changes in non-cash working capital balances:		
Pledges receivable	(3,454)	(164,783)
Other receivables	16,067	(6,245)
Prepaid expenses	(2,676)	1,735
Accounts payable and accrued liabilities	11,197	(5,698)
Allocations and grants payable	(80,617)	87,016
Deferred income	(19,492)	(59,425)
Retirement allowance	<u>2,000</u>	<u>1,004</u>
	<u>100,219</u>	<u>(58,406)</u>
Investing activities		
Purchase over proceeds of term deposits	(126,926)	(25,036)
Proceeds over purchase of restricted term deposits	50,000	85,177
Proceeds from disposal of investments	15,095	8,966
Purchase of investments	(154)	-
Purchase of capital assets	<u>(1,526)</u>	<u>(686)</u>
	<u>(63,511)</u>	<u>68,421</u>
INCREASE IN CASH	36,708	10,015
CASH AT BEGINNING OF YEAR	<u>117,817</u>	<u>107,802</u>
CASH AT END OF YEAR	\$ <u>154,525</u>	\$ <u>117,817</u>
SUPPLEMENTARY CASH FLOW INFORMATION		
Interest received	\$ <u>9,860</u>	\$ <u>4,526</u>

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

1. PURPOSE OF ORGANIZATION

The United Way of Greater Saint John Inc. (the "organization") is a tax-exempt registered Canadian charity, constituted under the laws of New Brunswick and administered entirely by its duly-elected Board of Directors. It annually conducts a review of funding requests, sets a fund-raising goal, organizes a single community-wide fundraising campaign and distributes the proceeds according to a prearranged schedule.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNFPO").

Cash and Cash Equivalents

The organization considers cash on hand and balances with banks, net of overdrafts as cash or cash equivalents.

Term Deposits

Term deposits are funds held in guaranteed investment certificates. Guaranteed investment certificates mature between April 5, 2018 to March 14, 2022 and bear interest at 0.90% to 1.20% and market variable rate. The guaranteed investment certificates are held in the custody of the Bank of Montreal and are recorded at cost plus accrued interest, which approximates fair value.

Investments

Securities donated as payment in kind for pledges receivable are initially recorded at their fair value on the donation date and a charitable receipt is issued in that amount.

Fair values of investments in equity securities are determined using year-end quoted market prices.

The investments of the organization are held in the custody of Investors Group Securities Inc. and consist of liquid equity investments.

The organization's policy is to liquidate all donated securities received on a timely basis.

Capital Assets

Capital assets are recorded at cost less grants or donations specifically designated for their purchase, less accumulated amortization.

Capital assets are amortized on a straight-line basis using the following annual rates:

Computer hardware	33%
Computer software	20%

The organization regularly reviews its capital assets to eliminate obsolete items.

Capital assets acquired during the year but not placed into use are not amortized until they are placed into use.

(continues)

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Internally Restricted Fund

The Internally Restricted Fund was established by the Board of Directors to consolidate its restricted net asset accounts to simplify the financial presentation and internal management of these reserves. These funds are to be utilized as approved by the Board of Directors.

Operating Reserve Fund

The Operating Reserve Fund is defined as an internally restricted fund set aside by action of the Board of Directors. The purpose of the Operating Reserve Fund is to ensure the stability of the mission, programs, employment, and ongoing operations of the organization.

The required target minimum amount to be maintained in the Operating Reserve Fund is equal to three months of average operating costs. The calculation of average monthly operating costs includes all recurring administration, campaign and program costs including designated payments.

The Operating Reserve Fund is to be funded with surplus unrestricted operating funds. The Board of Directors may direct that a specific source of revenue be designated to the Operating Reserve Fund.

Transfers from the Operating Reserve Fund are required to be approved by the Board of Directors. The organization's goal is to replenish the funds used within twelve months to a maximum of three years to restore the Operating Reserve Fund to the target minimum amount.

There has been no funds transferred to the Operating Reserve Fund and the fund has not been utilized as of February 28, 2019.

Revenue Recognition

Contributions are recorded when the related pledges are received or receivable if collection thereof is reasonably assured. Pledges receivable are recorded net of an allowance for uncollectible pledges. The organization uses the deferral method of accounting for contributions.

Investment and other income is recognized on an accrual basis.

Contributed Services

Volunteers contribute an indeterminable number of hours per year. Because of the difficulty of determining their fair value, contributed services are not recognized in the financial statements.

Financial Instruments Policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in excess of revenue over expenditures. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

Measurement Uncertainty

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 amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period.

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Measurement Uncertainty *(continued)*

Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Examples of significant estimates include:

- the allowance for doubtful pledges;
- providing for amortization of capital assets;
- the estimated useful lives of assets;
- the recoverability of tangible assets; and
- certain actuarial and economic assumptions used in determining the retirement allowance liability.

3. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of February 28, 2019.

Credit Risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk from pledges. The amounts recorded in the statement of financial position are presented net of an allowance for doubtful pledges, which management estimates based on past experience and its assessment of current economic conditions. The organization believes that its credit risk from pledges is limited to the amount of the allowance.

Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The organization is exposed to this risk mainly in respect of its receipt of funds from its pledges and other related sources, accounts payable and accrued liabilities and other obligations.

Currency Risk

Currency risk is the risk to the organization's earnings that arise from fluctuations of foreign exchange rates and the degree of volatility of these rates. The organization is not exposed to foreign currency exchange risk as there is an insignificant balance of cash held in U.S. dollars.

Interest Rate Risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. The organization is exposed to interest rate risk on its variable interest rate financial instruments. The organization has no interest-bearing liabilities.

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

4. PLEDGES RECEIVABLE

	<u>2019</u>	<u>2018</u>
Payroll deduction plan	\$ 636,552	\$ 725,691
Other pledges	<u>406,696</u>	<u>304,103</u>
	1,043,248	1,029,794
Less allowance for uncollectible pledges (Note 3)	<u>(65,000)</u>	<u>(55,000)</u>
	<u>\$ 978,248</u>	<u>\$ 974,794</u>

5. OTHER RECEIVABLES

	<u>2019</u>	<u>2018</u>
Estate of Mary K. McKean (Note 11)	\$ 9,667	\$ 10,800
HST rebate	3,752	7,283
Non-profit compensation project	3,736	-
Health partners cost recovery	3,333	3,472
Province of New Brunswick	<u>-</u>	<u>15,000</u>
	<u>\$ 20,488</u>	<u>\$ 36,555</u>

6. CAPITAL ASSETS

	<u>2019</u>			<u>2018</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net</u>	<u>Net</u>
Computer hardware	\$ 3,974	\$ 2,702	\$ 1,272	\$ 573
Computer software	<u>8,824</u>	<u>6,965</u>	<u>1,859</u>	<u>3,532</u>
	<u>\$ 12,798</u>	<u>\$ 9,667</u>	<u>\$ 3,131</u>	<u>\$ 4,105</u>

7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	<u>2019</u>	<u>2018</u>
Living Saint John	\$ 15,000	\$ -
Trade payables	12,199	14,043
Payroll deductions payable	7,296	6,049
United Way of Canada	<u>6,537</u>	<u>9,743</u>
	<u>\$ 41,032</u>	<u>\$ 29,835</u>

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

8. ALLOCATIONS AND GRANTS PAYABLE

	<u>2019</u>	<u>2018</u>
Funded organizations - Current Year Allocations	\$ 955,899	\$ 1,049,230
Funded organizations - Previous Year Allocations	18,970	11,538
Designated organizations	58,287	56,384
Health partners	<u>5,744</u>	<u>2,365</u>
	<u>\$ 1,038,900</u>	<u>\$ 1,119,517</u>

9. DEFERRED INCOME

	<u>2019</u>	<u>2018</u>
Restricted funds	\$ 117,650	\$ 167,650
Program funding	<u>30,633</u>	<u>125</u>
	<u>\$ 148,283</u>	<u>\$ 167,775</u>

During 2015, the organization received a donation of \$375,000 from the Potash Corporation of Saskatchewan Inc. (the "PotashCorp fund"). As of February 28, 2019, a total of \$260,000 of the donation has been utilized to fund allocations and grants. The remaining balance is deferred until the funds are disbursed in accordance with the terms in the donation agreement. The donation agreement requires \$10,000 of the funds be disbursed to a specific organization over the next year.

The remainder of the \$105,000 fund balance plus accumulated interest of \$2,650 is required to be disbursed under the organization's established allocation process to benefit Sussex and surrounding area residents, within ten years of the date that the fund was established. All investment earnings from the PotashCorp fund balance are required to be included in the fund balance.

10. RETIREMENT ALLOWANCE

Following the guidelines set forth in the Collective Bargaining Agreement, all permanent employees with at least fifteen years of service are entitled to a retirement allowance of one week's pay per year of service to a maximum of twenty six weeks' pay. During the year, the organization recorded expenditure of \$2,000 (2018 - \$1,004) pertaining to these future liabilities and paid no allowances (2018 - \$nil).

11. INVESTMENT INCOME

Investment income includes an estimate of \$9,667 (2018 - \$10,800) receivable from the estate of the late Mary K. McKean, representing 10% of the net investment income earned on the estate capital up to the end of the fiscal year, being the pro-rata share of the income to which, according to the terms of Ms. McKean's will, the United Way of Greater Saint John Inc. is entitled on an annual basis in perpetuity.

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

12. HEALTH PARTNERS COST RECOVERY

The organization is eligible to recover campaign costs incurred and directly attributable to the Health Partners National Campaign. The total costs recoverable during the period are:

	<u>2019</u>
Salaries and benefits	\$ 2,055
Administration	1,185
Campaign expenditures	15
Telephone	20
Postage	27
Training and conferences	<u>30</u>
	3,332
Prior year adjustment	<u>(697)</u>
Total	\$ <u>2,635</u>

13. REALLOCATION OF GENERAL MANAGEMENT AND ADMINISTRATION EXPENDITURES

The general management and administration expenditures are incurred to support the functional areas and are reallocated to the campaign and community impact activities based on a cost allocation model that is reviewed and updated annually. Using this method, general management and administration expenditures have been reallocated as follows:

	<u>2019</u>	<u>2018</u>
Reallocation to campaign expenditures	60.00 %	60.00 %
Reallocation to community impact expenditures	40.00 %	40.00 %

In accordance with guidelines established by the United Way of Canada, expenditures directly related to local community service and special research programs, and fees payable to the national organization, have been segregated from campaign and administration expenditures.

14. COMMITMENTS

The Board of Directors passed a motion to commit the following amounts in grants over the next three years pending completion of certain conditions prior to the disbursement of funds:

2020 - 2021	\$ 741,230
2021 - 2022	408,000
2022 - 2023	288,000

Under the terms of a lease agreement for office premises, the organization is committed to payments over the next two years as follows:

2019 - 2020	23,228
2020 - 2021	7,743

UNITED WAY OF GREATER SAINT JOHN INC.

NOTES TO FINANCIAL STATEMENTS

FEBRUARY 28, 2019

15. COMPARATIVE FIGURES

Some of the comparative figures have been reclassified to conform to the current year's presentation.

UNITED WAY OF GREATER SAINT JOHN INC.

SCHEDULE OF GENERAL MANAGEMENT AND ADMINISTRATION EXPENDITURES

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
Salaries and benefits	\$ 30,106	\$ 22,278
Professional fees	21,788	74,288
Occupancy costs	21,620	21,671
Equipment repairs and leasing	14,407	11,217
Publicity and promotion	8,865	4,948
Training and conferences	5,587	7,918
Bank charges	4,877	5,036
Office supplies and postage	1,606	2,281
Telephone	1,584	1,424
Directors' liability insurance	911	834
Commercial insurance	873	890
Miscellaneous	679	809
Amortization	<u>2,500</u>	<u>993</u>
Total general management and administration expenditures	115,403	154,587
Reallocation to campaign expenditures (Note 13)	(69,242)	(92,752)
Reallocation to community impact expenditures (Note 13)	<u>(46,161)</u>	<u>(61,835)</u>
Unallocated general management and administration expenditures	\$ <u>-</u>	\$ <u>-</u>

UNITED WAY OF GREATER SAINT JOHN INC.

SCHEDULE OF CAMPAIGN EXPENDITURES

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
Salaries and benefits	\$ 150,530	\$ 111,389
Special event expenditures	19,491	21,539
Centralized campaign management and other donation fees	15,184	14,921
Training and conferences	2,395	3,393
Postage	2,166	1,298
Telephone	1,584	1,424
Campaign expenditures	<u>1,179</u>	<u>1,193</u>
	192,529	155,157
Reallocation of general management and administration expenditures (<i>Page 14</i>)	<u>69,242</u>	<u>92,752</u>
Total campaign expenditures	\$ <u>261,771</u>	\$ <u>247,909</u>

UNITED WAY OF GREATER SAINT JOHN INC.

SCHEDULE OF COMMUNITY IMPACT EXPENDITURES

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
Funded organizations (<i>Page 17</i>)	\$ 960,230	\$ 1,059,230
Designations by donors to organizations not part of United Way	81,655	120,665
Program expenditures		
Salaries and benefits	120,424	89,111
Living Saint John	20,028	20,027
United Way of Canada dues	13,077	12,990
Community development	12,150	-
Excellence awards	10,000	-
Occupancy costs	2,402	2,408
Leadership development	1,662	3,885
Telephone	792	712
Afterschool coordinator program	-	43,350
Other	<u>980</u>	<u>4,377</u>
	1,223,400	1,356,755
Reallocation of general management and administration expenditures (<i>Page 14</i>)	<u>46,161</u>	<u>61,835</u>
Total community impact expenditures	<u>\$ 1,269,561</u>	<u>\$ 1,418,590</u>

UNITED WAY OF GREATER SAINT JOHN INC.

SCHEDULE OF ALLOCATIONS TO FUNDED ORGANIZATIONS

FOR THE YEAR ENDED FEBRUARY 28, 2019

	<u>2019</u>	<u>2018</u>
<u>Funded Organizations:</u>		
Current Campaign Funded Organizations:		
Big Brothers - Big Sisters of Saint John	\$ 70,000	\$ 70,000
Black's Harbour School	50,000	35,000
Boys and Girls Club of Grand Manan	-	25,000
Boys and Girls Club of Saint John	60,000	60,000
Family Plus Life Solutions	95,000	105,000
First Steps Housing Project Inc.	100,000	136,000
Milltown Elementary School	118,000	75,000
Outflow Ministry Inc.	40,500	50,500
River Cross Church	-	52,000
Rural Lynx	-	10,000
Saint John Community Loan Fund	50,000	110,000
Saint John Learning Exchange Ltd.	100,000	65,000
Second Stage Safe Haven Inc.	47,730	47,730
Sistema	50,000	50,000
Snider Mountain	20,000	15,000
Sophia Recovery Centre Inc.	15,000	-
Sussex Wellness Network	44,000	43,000
Teen Resource Centre	50,000	50,000
Women's Empowerment Network	<u>50,000</u>	<u>50,000</u>
	<u>960,230</u>	<u>1,049,230</u>
Previous Campaign Funded Organizations:		
Rural Lynx	<u>-</u>	<u>10,000</u>
	<u>\$ 960,230</u>	<u>\$ 1,059,230</u>