



Grant Thornton

Financial statements

United Way of Peel Region

March 31, 2018

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Grant Thornton

Independent auditor's report

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To the Members of
United Way of Peel Region

We have audited the accompanying financial statements of United Way of Peel Region, which comprise the statement of financial position as at March 31, 2018, and the statements of operations, changes in net assets 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.

Auditor's 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 auditor's 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 Organization'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 Organization'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 United Way of Peel Region as at March 31, 2018, 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.

Emphasis of Matter

Without modifying our opinion, we draw attention to Note 2 of the financial statements, which describes the combination of the United Way of Peel Region with the United Way Greater Toronto immediately after year end.

Grant Thornton LLP

Mississauga, Canada
June 18, 2018

Chartered Professional Accountants
Licensed Public Accountants

United Way of Peel Region Statement of operations

Year ended March 31

2018

2017

Revenue

| | | |
|---|-------------------|-------------------|
| Campaign revenue (Note 4) | \$ 10,599,154 | \$ 11,826,746 |
| Centrally Coordinated Campaign (CCC) (Note 4) | 1,393,171 | 1,188,944 |
| Special Gifts (Note 15) | 500,000 | 107,866 |
| Hickory Drive Fund revenue | - | 14,389 |
| | <u>12,492,325</u> | <u>13,137,945</u> |
| Sponsorship | <u>43,000</u> | <u>73,550</u> |
| Total gross campaign revenue | 12,535,325 | 13,211,495 |
| Net pledge loss | <u>(393,512)</u> | <u>(332,162)</u> |
| Net campaign revenue | 12,141,813 | 12,879,333 |
| Other income (Note 5) | <u>560,348</u> | <u>518,071</u> |
| Total revenue | 12,702,161 | 13,397,404 |

Expenditures

| | | |
|--|-----------------------|------------------|
| Donor designations distributed | <u>2,084,303</u> | <u>2,015,870</u> |
| Available for expenses, program funding and community investments | 10,617,858 | 11,381,534 |
| Fundraising expenses (Schedule, page 17) | <u>2,436,821</u> | <u>2,604,635</u> |
| Available for program funding and community investments | <u>8,181,037</u> | <u>8,776,899</u> |
| Program funding (Schedule, page 17) | 1,410,528 | 1,724,395 |
| Community investments (Schedule, page 18) | <u>7,265,600</u> | <u>7,039,154</u> |
| | <u>8,676,128</u> | <u>8,763,549</u> |
| (Deficiency) excess of revenue over expenditures before closing costs | (495,091) | 13,350 |
| Closing costs (Note 2) | <u>965,933</u> | <u>-</u> |
| (Deficiency) excess of revenue over expenditures | \$ <u>(1,461,024)</u> | \$ <u>13,350</u> |

See accompanying notes and schedules to the financial statements.

United Way of Peel Region
Statement of changes in net assets
Year ended March 31

| | Invested In Capital Assets | Restricted For Endowment Purposes Forever Fund | Internally restricted (Note 6) | Unrestricted | 2018 Total | 2017 Total |
|--|----------------------------------|--|--------------------------------------|-------------------|---------------------|---------------------|
| Balance, beginning of year | \$ 253,194 | \$ 225,413 | \$ 1,669,379 | \$ 1,490,126 | \$ 3,638,112 | \$ 3,620,260 |
| (Deficiency) excess of revenue over expenditures | - | - | (185,100) | (1,275,924) | (1,461,024) | 13,350 |
| Endowment contributions | - | 5,691 | - | - | 5,691 | 2,967 |
| Investment income, net of expenses | - | 1,408 | - | - | 1,408 | 1,535 |
| Depreciation of capital assets | (66,200) | - | - | 66,200 | - | - |
| Transfers | - | - | 15,721 | (15,721) | - | - |
| Balance, end of year | \$ <u>186,994</u> | \$ <u>232,512</u> | \$ <u>1,500,000</u> | \$ <u>264,681</u> | \$ <u>2,184,187</u> | \$ <u>3,638,112</u> |

See accompanying notes and schedules to the financial statements.

United Way of Peel Region

Statement of financial position

March 31

2018

2017

Assets

Current

| | | |
|---|-------------------|-------------------|
| Cash and cash equivalents (Note 7) | \$ 6,341,837 | \$ 8,035,441 |
| Estimated net pledges and donations receivable (Note 8) | 5,209,288 | 5,030,776 |
| Other receivables (Note 9) | 133,564 | 219,152 |
| Prepaid expenses | <u>155,992</u> | <u>176,149</u> |
| | 11,840,681 | 13,461,518 |

| | | |
|-----------------------------------|----------------------|----------------------|
| Forever Fund investment (Note 10) | 232,512 | 225,413 |
| Capital assets (Note 11) | <u>186,994</u> | <u>253,194</u> |
| | \$ 12,260,187 | \$ 13,940,125 |

Liabilities

Current

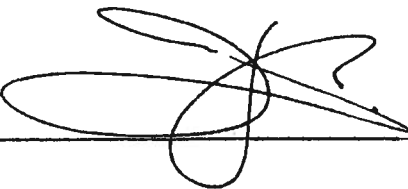
| | | |
|---|-------------------|-------------------|
| Payables and accruals | \$ 348,278 | \$ 369,119 |
| Community investments payable (Note 13) | 7,084,575 | 7,004,575 |
| Deferred designation revenue (Note 14) | 2,385,591 | 2,199,351 |
| Deferred special gift revenue (Note 15) | 150,410 | 650,410 |
| Deferred grant revenue (Note 16) | <u>107,146</u> | <u>78,558</u> |
| | 10,076,000 | 10,302,013 |

Net Assets

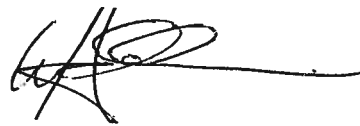
| | | |
|--|----------------------|----------------------|
| Invested in capital assets | 186,994 | 253,194 |
| Restricted for endowment purposes - Forever Fund | 232,512 | 225,413 |
| Internally restricted net assets (Note 6) | 1,500,000 | 1,669,379 |
| Unrestricted net assets | <u>264,681</u> | <u>1,490,126</u> |
| | 2,184,187 | 3,638,112 |
| | \$ 12,260,187 | \$ 13,940,125 |

Commitments (Note 17)

Approved on behalf of the Board



Director



Director

See accompanying notes and schedules to the financial statements.

United Way of Peel Region

Statement of cash flows

Year ended March 31

2018

2017

Cash and cash equivalents derived from (applied to)

| | | |
|--|---------------------|---------------------|
| Operating activities | | |
| (Deficiency) excess of revenue over expenditures | \$ (1,461,024) | \$ 13,350 |
| Depreciation | <u>66,200</u> | <u>76,817</u> |
| | <u>(1,394,824)</u> | <u>90,167</u> |
| Change in non-cash operating working capital | | |
| Estimated net pledges and donations receivable | (178,512) | 581,712 |
| Other receivables | 85,588 | (93,969) |
| Prepaid expenses | 20,157 | 38,620 |
| Payables and accruals | (20,841) | (227,250) |
| Community investments payable | 80,000 | (151,150) |
| Deferred designation revenue | 186,240 | (332,821) |
| Deferred special gift revenue | (500,000) | (100,000) |
| Deferred grant revenue | <u>28,588</u> | <u>(35,959)</u> |
| | <u>(1,693,604)</u> | <u>(230,650)</u> |
| Investing activities | | |
| Purchase of capital assets | <u>-</u> | <u>(6,941)</u> |
| | <u>-</u> | <u>(6,941)</u> |
| Net decrease in cash and cash equivalents | (1,693,604) | (237,591) |
| Cash and cash equivalents, beginning of year | <u>8,035,441</u> | <u>8,273,032</u> |
| Cash and cash equivalents, end of year | \$ <u>6,341,837</u> | \$ <u>8,035,441</u> |

See accompanying notes and schedules to the financial statements.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

1. Nature of operations

The mission of United Way of Peel Region ("United Way") is to engage with its community, through partnerships, to ensure people are cared for, connected and included.

United Way of Peel Region is a voluntary not for profit leader in developing and supporting community solutions and strengthening the capacity of the non-profit sector. United Way invests in programs that make a measurable difference towards building a strong, healthy, safe community for all. United Way brings together the entire community to identify needs and provide solutions, and measures its success by the lives changed and the community that it helps to shape.

United Way is focused on achieving three primary outcomes: Helping kids be all they can be, building healthy people and strong communities and moving people from poverty to possibility.

United Way is incorporated as a not-for-profit organization under the laws of Ontario, and is a registered charitable organization as defined in the Income Tax Act (Canada) and is exempt from income taxes.

2. Future operations

On October 26, 2017, the members of United Way voted to combine with United Way Greater Toronto ("UWGT"), effective April 1, 2018. The combination is to be effected by a transfer of assets and liabilities of the United Way on April 1, 2018 to UWGT, with operations continuing under the UWGT, working with communities in Peel, Toronto and York Region. The United Way of Peel Region will subsequently complete a voluntary dissolution.

3. Summary of significant accounting policies

Basis of accounting

United Way has prepared these financial statements in accordance with Canadian Accounting Standards for Not-for-Profit Organizations (ASNPO).

Cash and cash equivalents

Cash and cash equivalents include cash on hand and balances with banks and other institutions with maturities of three months or less.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

3. Summary of significant accounting policies (continued)

Revenue recognition

United Way follows the deferral method of accounting for contributions, which include campaign revenue. 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. Donor designations and special gifts which have externally imposed restrictions are initially deferred and recognized as revenue in the period the designated agency is funded or special gift funds are spent on their specified purpose.

Campaign revenue is comprised of unrestricted contributions from the current period campaign achievement and designated contributions recognized in the period. An allowance for pledge loss is provided annually based on historical percentages for pledge collections and on actual collection experience.

Grant revenues are deferred and recognized as revenue when the related program expense is incurred.

Endowment contributions and investment income on endowment funds are recognized as direct increases in net assets.

When required by donor restrictions, restricted investment income is accumulated with deferred contributions and recognized as revenue in the period in which the related expenses are incurred. Unrestricted investment income is recognized as revenue when earned.

A substantial number of individuals and business organizations have donated significant amounts of time and services in kind to United Way's fundraising activities and community investment process. Donated materials and services are not recorded in the financial statements as their fair value cannot reasonably be estimated.

Capital contributions received for the purpose of acquiring capital assets are deferred and amortized on the same basis, and over the same periods, as the related capital assets.

Capital assets

Capital assets are recorded at cost. Rates and bases of depreciation applied to write off the cost less estimated salvage value of capital assets over their estimated lives are as follows:

| | |
|------------------------|------------------------|
| Leasehold improvements | Term of the lease |
| Furniture and fixtures | 20%, declining balance |
| Equipment | 20%, declining balance |
| Computer hardware | 30%, declining balance |
| Computer software | 30%, declining balance |

When a capital asset no longer has any long-term service potential to the United Way, the excess of its net carrying amount over any residual value is recognized as an expense in the statement of operations. Any write-downs recognized are not reversed.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

3. Summary of significant accounting policies (continued)

Community investments

Community investments are allocated funds that are committed to fund community organizations. Community investments are recognized when funding is approved by the Board.

Use of estimates

The preparation of United Way's financial statements, in accordance with Canadian accounting standards for not-for-profit organizations, requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and the disclosure of contingent 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 those estimates.

Significant items subject to such estimates and assumptions include the carrying amount of capital assets, allocation of expenses, and the provision for pledge loss.

Allocation of operating expenses

Operating expenses are incurred to support functional areas and are allocated 67% to fundraising and 33% to program funding based on the time study method.

Financial instruments- recognition and measurement

Initial measurement

United Way's financial instruments are measured at fair value when issued or acquired. For financial instruments subsequently measured at cost or amortized cost, fair value is adjusted by the amount of the related financing fees and transaction costs. Transaction costs and financing fees relating to financial instruments that are measured subsequently at fair value are recognized in operations in the year in which they are incurred.

Subsequent measurement

At each reporting date, United Way measures its financial assets and liabilities at cost or amortized cost (less impairment in the case of financial assets). The financial instruments measured at amortized cost are cash and cash equivalents, estimated net pledges and donations receivable, other receivables, payables and community investments payable. The Forever Fund investment is measured at fair value.

For financial assets measured at cost or amortized cost, United Way regularly assesses whether there are any indications of impairment. If there is an indication of impairment, and United Way determines that there is a significant adverse change in the expected timing or amount of future cash flows from the financial asset, it recognizes an impairment loss in the statement of operations. Any reversals of previously recognized impairment losses are recognized in operations in the year the reversal occurs.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

4. Campaign revenue

| | <u>Annual</u> | Centrally Coordinated Campaign | <u>2018 Total</u> |
|--|----------------------|--------------------------------------|-----------------------|
| Campaign achievement | \$ 10,432,125 | \$ 1,840,449 | \$ 12,272,574 |
| Donor designations deferred | (673,503) | (1,789,262) | (2,462,765) |
| Donor designations recognized during the year | <u>840,532</u> | <u>1,341,984</u> | <u>2,182,516</u> |
| | <u>\$ 10,599,154</u> | <u>\$ 1,393,171</u> | <u>\$ 11,992,325</u> |

| | <u>Annual</u> | Centrally Coordinated Campaign | <u>2017 Total</u> |
|--|----------------------|--------------------------------------|-----------------------|
| Campaign achievement | \$ 11,684,495 | \$ 1,005,812 | \$ 12,690,307 |
| Donor designations deferred | (784,133) | (989,282) | (1,773,415) |
| Donor designations recognized during the year | <u>926,384</u> | <u>1,172,414</u> | <u>2,098,798</u> |
| | <u>\$ 11,826,746</u> | <u>\$ 1,188,944</u> | <u>\$ 13,015,690</u> |

Included within the annual campaign achievement is \$512,395 (2017 - \$650,963) received from other United Ways.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

| 5. Other income | <u>2018</u> | <u>2017</u> |
|--|-------------------|-------------------|
| Grants | | |
| Federal Government | | |
| Peel Newcomer Strategy Group | \$ 229,830 | \$ 243,385 |
| Municipal Government | | |
| Peel Newcomer Strategy Group - Capacity Building | 42,808 | 64,423 |
| Peel Newcomer Strategy Group | 25,000 | 24,430 |
| Syrian Refugee Relief Program | - | 15,000 |
| Other | | |
| Fairshare | <u>-</u> | <u>51,036</u> |
| Total grant revenue | <u>297,638</u> | <u>398,274</u> |
| Investment | <u>57,259</u> | <u>46,992</u> |
| Other | <u>205,451</u> | <u>72,805</u> |
| | <u>\$ 560,348</u> | <u>\$ 518,071</u> |

United Way of Peel Region Notes to the financial statements

March 31, 2018

6. Internally restricted net assets

| | Community Initiatives Reserve | Community Response Reserve | Stabilization Reserve | 2018 Total | 2017 Total |
|--|-------------------------------------|----------------------------------|--------------------------|---------------------|---------------------|
| Balance, beginning of year | \$ 142,441 | \$ 26,938 | \$ 1,500,000 | \$ 1,669,379 | \$ 1,588,995 |
| Excess of expenditures over revenue | (173,600) | (11,500) | - | (185,100) | (169,200) |
| Transfer to (from) unrestricted fund | 15,721 | - | - | 15,721 | 249,584 |
| Transfer to (from) internally restricted | <u>15,438</u> | <u>(15,438)</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Balance, end of year | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 1,500,000</u> | <u>\$ 1,500,000</u> | <u>\$ 1,669,379</u> |

United Way has established the following reserves. The amount in the reserves may be increased or reduced by appropriations made at the discretion of the Board of Directors.

Community Initiatives reserve

The Community Initiatives reserve provides support to two projects, namely Neighbourhood development and Youth in Action. The Neighbourhood development funding stream is to promote resident engagement using a community development approach and Youth in Action provides funding to youth led projects that motivate and encourage youth to become involved in the Peel Region.

Community Response reserve

The Community Response reserve was established to respond to emerging needs in one or more of the priority areas in Peel by developing and delivering direct services to un-served and under-served communities with a goal of strengthening local communities.

Stabilization reserve

The Stabilization reserve has been established for the purposes of minimizing volatility in the funding and ensuring liquidity is available for significant unusual or one-time operating and capital costs as approved by the Board of Directors.

United Way of Peel Region

Notes to the financial statements

March 31, 2018

7. Cash and cash equivalents

Cash and cash equivalents includes \$875,661 (2017 - \$354,420) of donations received for other charitable organizations, \$150,410 (2017 - \$650,410) of a bequest designated to Women's and Children's shelters (Note 15). These monies are subject to externally imposed restrictions and are not available for general use.

8. Estimated net pledges and donations receivable

| | <u>2018</u> | <u>2017</u> |
|---|---------------------|---------------------|
| Current campaign | \$ 5,415,419 | \$ 5,274,597 |
| Prior year campaign | <u>673,893</u> | <u>504,868</u> |
| | 6,089,312 | 5,779,465 |
| Less: Allowance for pledge loss including \$507,898 (2017 - \$346,430) for prior year campaign | <u>880,024</u> | <u>748,689</u> |
| | <u>\$ 5,209,288</u> | <u>\$ 5,030,776</u> |

Credit and funding risk arises from the potential that monies pledged will be allocated and then not collected. United Way has made a provision for uncollectible pledges in the amount of \$880,024 (2017 - \$748,689) to mitigate that risk.

9. Other receivables

| | <u>2018</u> | <u>2017</u> |
|----------------------|-------------------|-------------------|
| Grants | \$ 91,943 | \$ 87,120 |
| Harmonized sales tax | <u>41,621</u> | <u>132,032</u> |
| | <u>\$ 133,564</u> | <u>\$ 219,152</u> |

10. Forever Fund investment

| | <u>2018</u> | <u>2017</u> |
|-----------------------------------|-------------------|-------------------|
| Guaranteed Investment Certificate | \$ <u>232,512</u> | \$ <u>225,413</u> |

The Forever Fund was established as an endowment fund to provide a stable source of income to United Way enabling it to respond to new and growing needs in the community.

United Way of Peel Region Notes to the financial statements

March 31, 2018

| 11. Capital assets | | 2018 | | 2017 | |
|---------------------------|---------------------|-------------------------------------|---------------------------|---------------------------|--|
| | <u>Cost</u> | <u>Accumulated Depreciation</u> | <u>Net Book Value</u> | <u>Net Book Value</u> | |
| <u>Tangible</u> | | | | | |
| Leasehold improvements | \$ 368,632 | \$ 254,461 | \$ 114,171 | \$ 151,035 | |
| Furniture and fixtures | 36,950 | 29,201 | 7,749 | 9,686 | |
| Equipment | 109,392 | 106,653 | 2,739 | 3,423 | |
| Computer hardware | <u>594,981</u> | <u>567,618</u> | <u>27,363</u> | <u>39,090</u> | |
| | 1,109,955 | 957,933 | 152,021 | 203,234 | |
| <u>Intangible</u> | | | | | |
| Computer software | <u>287,907</u> | <u>252,935</u> | <u>34,972</u> | <u>49,960</u> | |
| | <u>\$ 1,397,862</u> | <u>\$ 1,210,868</u> | <u>\$ 186,994</u> | <u>\$ 253,194</u> | |

12. Bank indebtedness

United Way has an operating line of credit totalling \$100,000 of which \$Nil was used at March 31, 2018 (2017 - \$Nil). The line bears interest at the lender prime rate plus 1%. As security, the Organization has provided a general security agreement consisting of a first ranking security interest on all personal property of the Organization.

| 13. Community investments payable | 2018 | | 2017 | |
|--|-------------|------------------|-------------|------------------|
| Payable from current year campaign | \$ | <u>7,084,575</u> | \$ | <u>7,004,575</u> |

The community investments payable is comprised of approved allocations to fund community agencies. Amounts payable from the current period campaign will be assumed by UWGT and are payable monthly commencing April 1, 2018.

| 14. Deferred designation revenue | 2018 | | 2017 | |
|---|-------------|------------------|-------------|------------------|
| Current year campaign designations | \$ | <u>2,375,591</u> | \$ | 1,437,651 |
| Prior year campaign designations | | <u>10,000</u> | | <u>761,700</u> |
| | \$ | <u>2,385,591</u> | \$ | <u>2,199,351</u> |

Deferred designations net of estimated pledge losses are recognized when the related amounts are paid to the designated charities.

United Way of Peel Region
Notes to the financial statements

March 31, 2018

| 15. Deferred special gift revenue | <u>2018</u> | <u>2017</u> |
|---|--------------------|--------------------|
| Balance, beginning of year | \$ 650,410 | \$ 758,276 |
| Revenue recognized during the year | | |
| Funds invested in Women's and Children's shelters | (500,000) | (100,000) |
| Funds invested in Syrian Refugee Relief Campaign | <u>-</u> | <u>(7,866)</u> |
| Balance, end of year | \$ <u>150,410</u> | \$ <u>650,410</u> |

| 16. Deferred grant revenue | <u>2018</u> | <u>2017</u> |
|-----------------------------------|--------------------|--------------------|
| Municipal Government | | |
| Peel Newcomer Strategy Group | 107,146 | 65,454 |
| Other | | |
| Fairshare | <u>-</u> | <u>13,104</u> |
| | \$ <u>107,146</u> | \$ <u>78,558</u> |

17. Commitments

United Way has entered into agreements to lease office space for various periods until Fiscal 2022. UWGT will assume the commitments to lease office space. Minimum lease payments for the next 4 years and thereafter are as follows:

| | |
|------|-------------------|
| 2019 | \$ 171,102 |
| 2020 | 174,134 |
| 2021 | 177,167 |
| 2022 | <u>104,380</u> |
| | \$ <u>626,783</u> |

United Way of Peel Region

Notes to the financial statements

March 31, 2018

18. Operations expenses

Operations expenses are incurred to support functional areas and are allocated to fundraising and program expenses based on the time study method.

| | <u>2018</u> | <u>2017</u> |
|--------------------|-------------|-------------|
| To Fundraising | 67% | 67% |
| To Program funding | 33% | 33% |

19. Community investments

Community investments for the year ended March 31, 2018 will be assumed by UWGT and represent approved funding for the period April 1, 2018 to March 31, 2019, and community investments for the year ended March 31, 2017 represent approved funding for the period April 1, 2017 through March 31, 2018.

20. Financial instrument risk

Transactions in financial instruments may result in the United Way assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of the financial statements in assessing the extent of risk related to financial instruments.

Credit risk

Credit risk arises from cash and cash equivalents and credit exposures on outstanding receivables. Cash and cash equivalents are held at major financial institutions minimizing any potential exposure to credit risk. Management annually assesses its receivables, and has provided an allowance for pledge loss based on historical percentages for pledge collections and on actual collection experience.

Liquidity risk

The United Way's liquidity risk represents the risk that the United Way could encounter difficulty in meeting obligations associated with its financial liabilities. The United Way is exposed to liquidity risk mainly in respect of its accounts payable and accrued liabilities. Liquidity risk is not considered to be significant.

United Way of Peel Region Schedule of expenses

Year ended March 31

2018

2017

Operations

| | | |
|----------------------------|------------------|------------------|
| Depreciation | \$ 66,200 | \$ 76,817 |
| Employee benefits | 134,019 | 125,893 |
| General and administration | 187,783 | 242,584 |
| Professional fees | 38,400 | 42,958 |
| Rent | 320,461 | 315,450 |
| Salaries | <u>744,437</u> | <u>747,889</u> |
| | <u>1,491,300</u> | <u>1,551,591</u> |

Allocation to:

| | | |
|-------------|------------------|------------------|
| Fundraising | (999,170) | (1,039,564) |
| Programs | <u>(492,130)</u> | <u>(512,027)</u> |
| | \$ <u>-</u> | \$ <u>-</u> |

Fundraising

| | | |
|----------------------------|------------------|------------------|
| Designations cost recovery | \$ (24,675) | \$ (45,420) |
| Direct mail expenses | 48,582 | 37,128 |
| Employee benefits | 144,738 | 168,376 |
| General and administration | 470,853 | 312,062 |
| Salaries | <u>798,153</u> | <u>1,092,925</u> |
| | <u>1,437,651</u> | <u>1,565,071</u> |

Allocation from operations

| | | |
|--|---------------------|---------------------|
| | <u>999,170</u> | <u>1,039,564</u> |
| | \$ <u>2,436,821</u> | \$ <u>2,604,635</u> |

Program funding

| | | |
|--------------------------------------|----------------|------------------|
| Community investment support costs | \$ 499,171 | \$ 658,768 |
| Peel Newcomers Strategy Group (PNSG) | 261,592 | 286,075 |
| PNSG - Capacity Building | 42,807 | 64,422 |
| Fairshare | - | 51,038 |
| United Way of Canada | <u>114,828</u> | <u>152,065</u> |
| | <u>918,398</u> | <u>1,212,368</u> |

Allocation from operations

| | | |
|--|---------------------|---------------------|
| | <u>492,130</u> | <u>512,027</u> |
| | \$ <u>1,410,528</u> | \$ <u>1,724,395</u> |

United Way of Peel Region Schedule of community investments

Year ended March 31

2018

2017

Ongoing

| | | |
|---|---------------------|---------------------|
| African Community Services of Peel | \$ 119,892 | \$ 119,982 |
| Associated Youth Services of Peel | 52,752 | 52,752 |
| Big Brothers Big Sisters of Peel | 521,019 | 521,019 |
| Boys and Girls Club of Peel | 169,680 | 169,680 |
| Brampton 9235 Outreach Corporation | 50,500 | 50,500 |
| Brampton / Caledon Community Living | 60,600 | 60,600 |
| Brampton Multicultural Community Centre | 50,500 | 50,500 |
| Caledon Community Services | 90,900 | 90,900 |
| Caledon / Dufferin Victim Services | 28,360 | 28,360 |
| Caledon Meals on Wheels | 32,877 | 32,877 |
| Caledon Parent-Child Centre | 52,520 | 52,520 |
| Canadian Hearing Society - Mississauga | 217,150 | 217,150 |
| Canadian Mental Health Association – Peel Branch | 279,669 | 279,669 |
| Canadian National Institute for the Blind – Halton-Peel | 61,210 | 61,210 |
| Carefirst Seniors and Community Services Association | 35,350 | 35,350 |
| Catholic Cross Cultural Services - Peel | 129,791 | 129,791 |
| Catholic Family Services of Peel-Dufferin | 370,762 | 370,762 |
| Community Living Mississauga | 101,803 | 101,803 |
| Dixie-Bloor Neighbourhood Centre | 89,789 | 89,789 |
| East Mississauga Community Health Centre | 70,700 | 70,700 |
| Eden Community Food Bank | 50,500 | 50,500 |
| Elder Help Peel | 50,500 | 50,500 |
| Elizabeth Fry Society of Peel | 184,101 | 184,101 |
| Erin Mills United Church - Youth Outreach | 88,900 | 88,900 |
| Family Association for Mental Health Everywhere | 60,164 | 60,164 |
| Family Education Centre | 100,577 | 100,577 |
| Family Services of Peel | 462,958 | 462,958 |
| Heart Touching Heart Ministries (The Dam) | 30,300 | 30,300 |
| Hope 24/7 | 101,232 | 101,232 |
| Indus Community Services | 58,580 | 58,580 |
| Interim Place | 222,200 | 222,200 |
| John Howard Society of Peel-Halton-Dufferin | 191,900 | 191,900 |
| Labour Community Services of Peel | 198,864 | 118,864 |
| Learning Disabilities Association North Peel | 111,100 | 111,100 |
| Malton Neighbourhood Services | 127,260 | 127,260 |
| MIAG | 70,700 | 70,700 |
| Newcomer Centre of Peel | 70,700 | 70,700 |
| Nexus Youth Services | 328,608 | 328,608 |
| Ontario 211 (Find Help Information Services) | 68,831 | 68,831 |
| Ontario March of Dimes | 45,450 | 45,450 |
| Our Place (Peel) | 305,020 | 305,020 |
| Peace Ranch | 52,904 | 52,904 |
| Polycultural Immigrant and Community Services | 50,500 | 50,500 |
| Punjabi Community Health Services | 70,700 | 70,700 |
| Rapport Youth and Family Services | 391,880 | 391,880 |
| Safe City Mississauga | 20,200 | 20,200 |
| Spectra Community Support Services | 317,559 | 317,559 |
| St. Leonard's House | 69,185 | 69,185 |
| Victim Services of Peel | 172,710 | 172,710 |
| Vita Centre | 109,975 | 109,975 |
| Volunteer MBC | 82,820 | 82,820 |
| YMCA – Brampton / Caledon / Mississauga | 212,518 | 212,518 |
| YWCA, December 6 th Fund | 19,355 | 19,355 |
| | <u>\$ 7,084,575</u> | <u>\$ 7,004,575</u> |

United Way of Peel Region

Schedule of community investments

| Year ended March 31 | 2018 | 2017 |
|---|---------------------|---------------------|
| Community Response Fund | | |
| Free for All Foundation | \$ 5,000 | \$ 10,000 |
| The Journey Neighbourhood Centre | - | 5,000 |
| Punjabi Community Health Services | - | 5,000 |
| Ryerson University – Precarious Employment | - | 2,500 |
| Safe City of Mississauga | 6,500 | 11,500 |
| Social Planning Council – Chinese Community Hub | - | - |
| | <u>\$ 11,500</u> | <u>\$ 34,000</u> |
| Community Initiatives | | |
| Art Gallery of Mississauga – Rethink History | \$ - | \$ 1,100 |
| Afghan Women's Organization | 5,000 | - |
| African Community Services | 3,500 | - |
| African Community Services – Camille's Place | 3,500 | - |
| Caledon Community Services – The Exchange | 40,000 | 40,000 |
| Canadian Mental Health Association Peel – AD Astra MINDFUL | 1,800 | - |
| Canadian Mental Health Association Peel – Brampton Says | 1,680 | - |
| Canadian Mental Health Association Peel – Mindful March Break | - | 1,900 |
| Chinese Association of Mississauga | 3,600 | - |
| Clarkson Secondary School – Project Unity | - | 500 |
| Dixie Bloor Neighbourhood | 5,000 | - |
| EcoSource – Amazing Green Race | - | 1,900 |
| EcoSource – Sustainable Peel | 2,000 | - |
| Indus Community Services | 5,000 | - |
| Newcomer Centre of Peel – Operation Monopoly Financial Literacy | 2,000 | - |
| One Voice One Team – Contrast Financial Literacy | 2,000 | 1,350 |
| Peel Multicultural Council – Aspiring Youth Council | 1,965 | - |
| Polycultural Immigrant & Community Services – Sheridan Neighbourhood | 40,000 | 40,000 |
| Punjabi Community Health Services – Didi Project | 2,000 | - |
| Punjabi Community Health Services – Let's Art It Out | - | 1,550 |
| Rapport Youth & Family Services – GEM March Madness | 2,000 | - |
| Rapport Youth & Family Services – GEM Women in Motion | 2,000 | - |
| Rapport Youth & Family Services – Help the Homeless | - | 1,600 |
| Rapport Youth & Family Services – Proactivity Project | - | 1,500 |
| Rapport Youth & Family Services – yWE Talk | - | 1,900 |
| The Dam – Centsibility – Financial Literacy | 2,000 | - |
| The Journey Neighbourhood Centre | 40,000 | 40,000 |
| Volunteer MBC – Crossing the Poverty Line | 2,000 | 1,900 |
| Volunteer MBC – Rise above Diversity | 1,555 | - |
| Welfor Community Health Services | 5,000 | - |
| | <u>\$ 173,600</u> | <u>\$ 135,200</u> |
| Special projects | | |
| Dixie Bloor Neighbourhood Centre – Hickory Drive Fund | - | 13,891 |
| Catholic Cross Cultural Services – Peel | - | 1,635 |
| Malton Neighbourhood Services | - | 1,636 |
| Polycultural Immigrant & Community Services | - | 1,635 |
| Peel District School Board | - | 1,635 |
| Newcomer Centre of Peel | - | 1,635 |
| | <u>7,269,675</u> | <u>7,195,842</u> |
| Recovered allocations from prior periods | <u>(4,075)</u> | <u>(156,688)</u> |
| Total community investments | <u>\$ 7,265,600</u> | <u>\$ 7,039,154</u> |