

**UNITED WAY OF QUINTE INC.
FINANCIAL STATEMENTS
AS AT MARCH 31, 2014**

UNITED WAY OF QUINTE INC.
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AS AT MARCH 31, 2014

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
United Way of Quinte Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of United Way of Quinte Inc., which comprise the statement of financial position as at March 31, 2014 and the statement of operations and changes in fund balances 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 entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Basis for Qualified Opinion

In common with many charitable organizations, United Way of Quinte Inc. derives revenue from donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of United Way of Quinte Inc. and we were not able to determine whether any adjustments might be necessary to donations revenue, excess of revenue over expenditure, assets and fund balances.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph above, the financial statements present fairly, in all material respects, the financial position of United Way of Quinte Inc. as at March 31, 2014, 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.



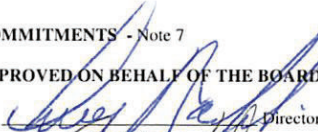
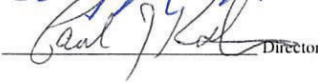
BELLEVILLE, Canada
June 3, 2014

Chartered Accountants
Licensed Public Accountants

WILKINSON & COMPANY LLP - CHARTERED ACCOUNTANTS

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UNITED WAY OF QUINTE INC.
(Incorporated without share capital under the laws of Ontario)
STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2014

	Operating Fund \$	Contingency Fund \$	Bequest and Special Trusts Fund \$	Interfund Eliminations \$	Total 2014 \$	Total 2013 \$
CURRENT ASSETS						
Cash	1,137,211				1,137,211	1,146,417
Portfolio investments - Note 3		195,022	59,171		254,193	427,668
Accounts receivable	81,537	4,439	13		85,989	29,810
Pledges receivable (net of allowance of \$50,000)	566,086				566,086	507,272
Prepaid expenses	6,086				6,086	9,389
Due from operating fund		509,645	8,172	(517,817)		
	1,790,920	709,106	67,356	(517,817)	2,049,565	2,120,556
TANGIBLE CAPITAL ASSETS - at cost less accumulated amortization - Note 4						
	546,953				546,953	5,111
	2,337,873	709,106	67,356	(517,817)	2,596,518	2,125,667
CURRENT LIABILITIES						
Accounts payable and accrued liabilities	75,202				75,202	76,301
Allocations payable to funded agencies	1,226,907				1,226,907	1,147,400
Donor designated campaign revenues	178,526				178,526	140,489
Due to internally restricted funds	517,817			(517,817)		
Current portion of long-term debt - Note 5	64,972				64,972	
	2,063,424	NIL	NIL	(517,817)	1,545,607	1,364,190
LONG-TERM						
Mortgage payable - Note 5	339,421				339,421	
Less current portion included above	(64,972)				(64,972)	
	274,449	NIL	NIL	NIL	274,449	NIL
	2,337,873	NIL	NIL	(517,817)	1,820,056	1,364,190
FUND BALANCES						
Unrestricted	NIL				NIL	8,445
Internally restricted		709,106	67,356		776,462	753,032
	NIL	709,106	67,356	NIL	776,462	761,477
COMMITMENTS - Note 7						
	NIL	709,106	67,356	NIL	776,462	761,477
APPROVED ON BEHALF OF THE BOARD						
	 Director					
	 Director					
	2,337,873	709,106	67,356	(517,817)	2,596,518	2,125,667

The accompanying notes form an integral part of these financial statements

UNITED WAY OF QUINTE INC.
STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES
FOR THE YEAR ENDED MARCH 31, 2014

	Operating Fund		Internally Restricted Funds				
	2014 \$	2013 \$	Capital Fund 2014 \$	Contingency Fund 2014 \$	Bequests and Special Trusts Fund 2014 \$	Total 2014 \$	Total 2013 \$
REVENUES							
Campaign revenue	2,030,473	1,921,105					
Revenue from other United Ways	13,425	15,892					
Gross campaign revenue	2,043,898	1,936,997	NIL	NIL	NIL	NIL	NIL
Less: Uncollectible pledges	(36,568)	(38,889)					
Net campaign revenue	2,007,330	1,898,108	NIL	NIL	NIL	NIL	NIL
Amortization and elimination of deferred capital contributions - Note 6							82,195
Investment income	3,862	3,916	3,166	5,329	946	9,441	13,587
Other income	51,610	89,633					
Program income	21,415	29,031					
Rental income	13,871	6,002					
EXPENDITURES	2,098,088	2,026,690	3,166	5,329	946	9,441	95,782
Fundraising expenditures - Schedule 1	336,918	316,976					
Building expenditures		9,454					
NET REVENUE AVAILABLE FOR PROGRAMS	1,761,170	1,700,260	3,166	5,329	946	9,441	95,782
PROGRAM EXPENDITURES							
Allocations and designations - Schedule 2	1,344,732	1,226,790					
United Way of Quinte programs - Schedule 2	402,870	374,694					
Amortization of tangible capital assets	1,747,602	1,601,484	NIL	NIL	NIL	NIL	NIL
Unrealized (gain) loss on portfolio investments	6,926		1,985	(887)		1,985	536
Loss on sale of tangible capital assets						(887)	1,629
							89,361
	1,754,528	1,601,484	1,985	(887)	NIL	1,098	91,526
EXCESS OF REVENUES OVER EXPENDITURES	6,642	98,776	1,181	6,216	946	8,343	4,256
INTERFUND TRANSFERS - Note 8	(15,087)	(102,228)	(175,810)	192,416	(1,519)	15,087	102,228
INCREASE (DECREASE) IN FUND BALANCE	(8,445)	(3,452)	(174,629)	198,632	(573)	23,430	106,484
FUND BALANCES - BEGINNING OF YEAR	8,445	11,897	174,629	510,474	67,929	753,032	646,548
FUND BALANCES - END OF YEAR	NIL	8,445	NIL	709,106	67,356	776,462	753,032

The accompanying notes form an integral part of these financial statements



**UNITED WAY OF QUINTE INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED MARCH 31, 2014**

	Operating Fund 2014 \$	Capital Fund 2014 \$	Contingency Fund 2014 \$	Bequests and Special Trusts Fund 2014 \$	Total 2014 \$	Total 2013 \$
OPERATING ACTIVITIES						
Increase (decrease) in fund balances	(8,445)	(174,629)	198,632	(573)	14,985	103,032
Adjustments for items which do not affect cash						
Amortization of tangible capital assets	6,926	1,985			8,911	536
	<u>(1,519)</u>	<u>(172,644)</u>	<u>198,632</u>	<u>(573)</u>	<u>23,896</u>	<u>103,568</u>
Net change in non-cash working capital balances related to operations						
Accounts receivable	(60,235)	4,468	(434)	21	(56,180)	(24,957)
Pledges receivable	(58,814)				(58,814)	(10,898)
Prepaid expenses	3,303				3,303	(5,543)
Increase (decrease) in due from operating fund			(207,591)	1,519	(206,072)	(104,012)
Accounts payable and accrued liabilities	(1,099)				(1,099)	3,443
Allocations payable to funded agencies	79,507				79,507	40,450
Deferred campaign revenues	38,037				38,037	(14,481)
Deferred revenue						(12,263)
Deferred capital contributions						(82,195)
Increase (decrease) in due to internally restricted funds	206,072				206,072	104,013
	<u>206,771</u>	<u>4,468</u>	<u>(208,025)</u>	<u>1,540</u>	<u>4,754</u>	<u>(106,443)</u>
CASH FLOWS PROVIDED FROM (USED IN) OPERATING ACTIVITIES						
	<u>205,252</u>	<u>(168,176)</u>	<u>(9,393)</u>	<u>967</u>	<u>28,650</u>	<u>(2,875)</u>
INVESTING ACTIVITIES						
Proceeds on sale of tangible capital assets						169,998
Loss on sale of tangible capital assets						89,361
Tangible capital assets transferred to operating fund	(3,126)	3,126				
Net change in portfolio investments		165,050	9,393	(967)	173,476	(174,794)
Purchase of tangible capital assets	(10,549)				(10,549)	
Purchase of land and building - Note 4	(190,204)				(190,204)	
Repayment of mortgage payable	(10,579)				(10,579)	
CASH FLOWS PROVIDED FROM (USED IN) INVESTING ACTIVITIES						
	<u>(214,458)</u>	<u>168,176</u>	<u>9,393</u>	<u>(967)</u>	<u>(37,856)</u>	<u>84,565</u>
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS						
	<u>(9,206)</u>	<u>NIL</u>	<u>NIL</u>	<u>NIL</u>	<u>(9,206)</u>	<u>81,690</u>
CASH AND EQUIVALENTS - BEGINNING OF YEAR						
	<u>1,146,417</u>	<u>NIL</u>	<u>NIL</u>	<u>NIL</u>	<u>1,146,417</u>	<u>1,064,727</u>
CASH AND EQUIVALENTS - END OF YEAR						
	<u>1,137,211</u>	<u>NIL</u>	<u>NIL</u>	<u>NIL</u>	<u>1,137,211</u>	<u>1,146,417</u>
REPRESENTED BY:						
Cash	<u>1,137,211</u>	<u>NIL</u>	<u>NIL</u>	<u>NIL</u>	<u>1,137,211</u>	<u>1,146,417</u>

The accompanying notes form an integral part of these financial statements



**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

1. NATURE AND PURPOSE OF THE ORGANIZATION

The United Way of Quinte Inc. is a registered charity under the Income Tax Act and accordingly is exempt from income taxes.

The United Way of Quinte Inc. provides leadership in a collaborative endeavour with its member agencies and others to increase the capacity of our community to respond to human service needs.

2. SIGNIFICANT ACCOUNTING POLICIES

Outlined below are those accounting policies adopted by the organization considered to be particularly significant:

(a) Basis of Accounting

These financial statements are prepared in accordance with Canadian Accounting Standards for Not-For-Profit Organizations.

(b) Accounting Estimates

The preparation of financial statements in conformity with Canadian Accounting Standards for Not-For-Profit Organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Significant items subject to such estimates and assumptions include valuation of pledges receivable and estimated useful life of tangible capital assets. Actual results could differ from those estimates.

(c) Fund Accounting

The organization maintains the following funds:

- (i) The Operating Fund accounts for the organization's day-to-day operating and administrative activities.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

2. SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

(c) Fund Accounting (Cont'd)

- (ii) The Capital Fund was previously used to account for the purchase and disposal of tangible capital assets. Contributions restricted for the purchase of tangible capital assets were deferred and amortized into revenue at a rate corresponding with the amortization rate for the related tangible capital assets.
- (iii) The Contingency Fund accounts for annual surpluses/deficits transferred from the Operating Fund. Investment income is recognized as revenue in the year.
- (iv) The Bequests and Special Trusts Fund accounts for monies left to the organization substantially from benefactors' estates and trusts. The organization has restricted these donations, including the investment income earned thereon, to be used for specific programs and projects, as determined from time to time.

(d) Contributed Services

A substantial number of volunteers contribute a significant amount of their time each year. Because of the difficulty of determining the fair value, contributed services are not recognized in the financial statements.

(e) Portfolio Investments

Portfolio investments are acquired substantially for their income earning potential and are initially recorded at their acquisition cost. Portfolio investments are subsequently adjusted to fair value as at the date of the statement of financial position, and the corresponding unrealized gains and losses are recorded in income.

(f) Tangible Capital Assets

Purchased tangible capital assets are recorded at cost. Contributed tangible capital assets are recorded at fair value at the date of contribution. Repairs and maintenance costs are charged to expense. Betterments which extend the estimated life of a piece of tangible capital assets are capitalized. When a piece of tangible capital assets no longer contributes to the organization's ability to provide services, its carrying amount is written down to its residual value. Any gains or losses on disposal are charged to operations.

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

Asset	Rate
Buildings	Over 40 years
Office furniture and equipment	Over 5 years
Computer equipment	Over 2 years
Computer software	Over 2 years

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

2. SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

(g) Revenue Recognition for Campaign Proceeds, Pledges and Campaign Expenses

The organization follows the deferred method of accounting for contributions.

The organization holds several fundraising events annually. Proceeds from special events and one-time donations generated during the calendar year are recognized as revenue in the year in which they are received. Fundraising and program expenditures are expensed as incurred. Campaign pledges are recognized in the year in which the pledge is made.

Campaign pledges receivable at the end of the year reflect amounts outstanding from the current and the two preceding campaigns, less an allowance for estimated pledge losses. Uncollectible pledges are written off.

All campaign pledges, proceeds from special events and one-time donations are considered available for unrestricted use with the exception of donor designations.

Donor designations represent donations made by individuals and corporations which are designated to be distributed to other United Ways, Funded Agencies of the United Way and/or other Registered Canadian charitable organizations. These donations are set up when received or receivable and are considered restricted and recorded as deferred campaign revenues. Upon collection of these designated donations, payment is made to the designated party and the donation is recorded as revenue and the payment as an expense.

(h) Donated Assets, Materials and Services

The organization receives gifts in kind from some donors, primarily for campaign costs of printing, supplies and public relations. These amounts are excluded from revenues and expenses.

The organization is participating with certain businesses whereby goods and materials are donated and offered to member agencies. These amounts are excluded from revenues and expenses.

The organization receives gifts in kind from donors for fundraising events throughout the year with no cost value. These amounts are excluded from revenues and expenses.

The organization received donations relating to office rental space in the amount of \$30,000 (2013 - \$35,500). This amount has been included in other income.

(i) Funded Agency Allocations

Funded agency allocations are allocated funds that are committed to funded community organizations effective April 1 each year for the subsequent twelve months, funded from the most recently completed campaign. The allocation year runs from April 1 to March 31, while the campaign year is on a calendar basis. Funded agency allocations are recorded in the statements of operations in the year in which they are approved by the Board. Allocation payments are made on a monthly basis.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

2. SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

(j) Cash and Equivalents

Cash and equivalents consist of cash on deposit, term deposits, and money market instruments with maturity dates of less than three months.

(k) Financial Instruments

(i) Measurement of Financial Instruments

The organization initially measures its financial assets and liabilities at fair value adjusted by, in the case of a financial instrument that will not be measured subsequently at fair value, the amount of transaction costs directly attributable to the instrument.

The organization subsequently measures all its financial assets (with the exception of portfolio investments) and financial liabilities at amortized cost. Changes in fair value are recognized in excess (deficiency) of revenues over expenditures.

Financial assets measured at amortized cost include cash, accounts receivable, and due from operating fund.

Financial assets measured at fair value include portfolio investments.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities, allocations payable to funded agencies and due to internally restricted funds.

(ii) Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of possible impairment. When a significant adverse change has occurred during the period in the expected timing or amount of future cash flows from the financial asset or group of assets, a write-down is reflected in excess (deficiency) of revenues over expenditures. When events occurring after the impairment confirm that a reversal is necessary, the reversal is recognized in excess (deficiency) of revenue over expenditures, up to the amount previously recognized as impaired.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

3. PORTFOLIO INVESTMENTS

(a) The cost and market values of portfolio investments as at March 31 are as follows:

	2014		2013	
	Cost \$	Market Value \$	Cost \$	Market Value \$
Cash	2,228	2,228	3,133	3,133
Corporate debt securities	249,813	250,701	420,246	416,572
Money Market Funds	1,248	1,264	7,963	7,963
	253,289	254,193	431,342	427,668

(b) The debt securities have various maturity dates ranging from March, 2015 to January, 2018, with effective interest rates ranging from 1.70% to 4.95%. Any of the longer term investments may be liquidated in the short-term, based on the organization's needs.

4. TANGIBLE CAPITAL ASSETS

	2014		2013	
	Cost \$	Accumulated amortization \$	Cost \$	Accumulated amortization \$
Land	65,000			
Building	475,204	2,970		
Office furniture and equipment	9,122	5,997	24,533	19,422
Computer equipment	7,289	2,733		
Computer software	3,261	1,223		
	559,876	12,923	24,533	19,422
Cost less accumulated amortization	\$ 546,953		\$ 5,111	

During the year, the United Way of Quinte Inc. purchased land and building for \$540,204, to be used for operations. The purchase was funded through \$190,204 in cash consideration and a \$350,000 mortgage payable, as described in Note 5 to these financial statements.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

5. LONG-TERM DEBT

The long-term debt consists of a mortgage on land and building, repayable in blended monthly instalments of \$6,444.62, bearing interest of 3.99% until maturity in February, 2019.

The requirements for future repayment of long-term debt over the next five years is as follows:

	\$
2015	64,972
2016	67,613
2017	70,360
2018	73,219
2019	63,257
	339,421

6. DEFERRED CAPITAL CONTRIBUTIONS

Deferred contributions related to tangible capital assets represent externally restricted contributions related to a building previously owned by the organization. The changes in the deferred contributions balance for the year are as follows:

	2014 \$	2013 \$
Balance, beginning of year		82,195
Elimination of deferred contribution on the sale of building		(82,195)
Balance, end of year	NIL	NIL

7. COMMITMENTS

United Way of Quinte Inc. entered into an agreement in 2014 with Ontario 211 Services to provide funding of \$18,024 annually for a period of three years. The funds will be used to assist Ontario 211 in developing, sustaining and improving an integrated, Ontario-wide 211 Service.

United Way of Quinte Inc. entered into two agreements during the prior year for the lease of office equipment. Both agreements have terms of approximately 5 years.

United Way of Quinte Inc. entered into a lease for office space in 2012 at a monthly rate of \$8,875 until expiry in June 2014. The corporation will not be renewing the lease at expiry.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

7. COMMITMENTS (Cont'd)

Commitments over the next five years under the current existing terms are as follows:

	\$
2015	58,466
2016	27,431
2017	27,431
2018	7,794
2019	246
	121,368

8. INTERFUND TRANSFERS AND AMOUNTS DUE FROM AND TO OTHER FUNDS

In order to contribute towards the Operating Fund's purchase of land and building, the Capital Fund sold its portfolio investments and made a permanent transfer to the Operating Fund during the year.

The Operating Fund transfers its annual surplus or deficit to the Contingency Fund at year end.

Temporary interfund loans are for general organizational purposes. They are non-interest bearing and there are no fixed terms for repayment.

9. ALLOCATION OF GENERAL MANAGEMENT AND ADMINISTRATION EXPENSES

The organization allocates its costs to two functional areas: fundraising and programs. General costs which do not pertain specifically to either function are considered administrative and are allocated to the functional areas based on management's estimates. These estimates have been established following a methodology of staff positions. Of the eight full-time equivalent staff positions held during the March 31, 2014 fiscal year, two were for Fundraising, two were for Program, one was for Administration and the three remaining positions were split between both Fundraising and Program.

Based on the above staffing and management's estimates, the allocation of the administrative costs for the periods are as follows:

	2014	2013
To fundraising expenditures - Schedule 1	50 %	50 %
To program expenditures - Schedule 2	50 %	50 %

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

10. COST RATIOS

In its public communication, the organization provides stakeholders with information related to certain cost ratios. The calculation of these costs are as follows:

	2014	2013
Direct costs of fundraising	8.11 %	8.95 %
Costs of general management and administration associated with fundraising	8.38 %	7.41 %
	16.49 %	16.36 %

These ratios were calculated on the total "Primary Charitable Activities" revenue before deducting the pledge loss.

11. FINANCIAL RISKS AND CONCENTRATION OF RISK

The organization has a comprehensive risk management framework to monitor, evaluate and manage the principal risks assumed with financial instruments. The risks that arise from transacting financial instruments include market (other price) risk, interest rate risk, liquidity risk and credit risk. Market (other price) risk arises from changes in interest rates, foreign currency exchange rates and market prices.

(a) Market Risk:

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of market factors. Market factors include three types of risk: currency risk, interest rate risk, and equity risk.

(b) Interest Rate Risk:

Interest rate risk is the potential for financial loss caused by fluctuations in fair value or future cash flows of financial instruments because of changes in market interest rates.

The organization is exposed to interest rate risk through its interest-bearing corporate debt securities, as discussed in Note 3 to these financial statements. As prevailing interest rates increase or decrease, the market value of the interest-bearing investments will change. This risk is mitigated as the organization intends to hold the corporate debt securities to maturity.

The organization is also exposed to interest rate risk on its mortgage payable, as described in Note 5 to these financial statements. Changes in market interest rates will affect the fair market value of the mortgage.

The organization does not use derivative financial instruments to alter the effects of this risk.

**UNITED WAY OF QUINTE INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2014**

11. FINANCIAL RISKS AND CONCENTRATION OF RISK (Cont'd)

(c) Liquidity Risk:

Liquidity risk is the risk that the organization will not be able to meet all cash outflow obligations as they come due.

The organization's exposure to liquidity risk is dependent on the receipt of funds from its operations. The organization mitigates this risk by monitoring cash activities and expected outflows. Management is of the opinion that the organization will be able to meet all of its cash flow obligations as they come due and are not subject to significant liquidity risk.

There have been no significant changes from the previous period in the exposure to risk or policies, procedures and methods used to measure the risk.

(d) Credit Risk:

Credit risk is the risk of financial loss to the organization if a debtor fails to make payments of interest and principal when due.

The organization is exposed to this risk relating to its debt holdings in its investment portfolio. This risk is mitigated through the organization's investment policy which is risk adverse and consists of only fixed income instruments. All fixed income portfolios are monitored by management on a monthly basis and all purchases and sales are reported periodically to the Finance Committee.

Campaign pledges receivable are also exposed to credit risk. The organization performs ongoing reviews of the outstanding campaign pledges receivable. The organization establishes an allowance for doubtful accounts based on historical and other current information.

Accounts receivable are short-term in nature and are not subject to material credit risk. The maximum exposure to credit risk and concentration of this risk is limited to the carrying value of these instruments.

There have been no significant changes from the previous period in the exposure to risk or policies used to measure risk.

Schedule 1

**UNITED WAY OF QUINTE INC.
SCHEDULE OF FUNDRAISING EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2014**

	2014	2013
	\$	\$
Bank charges	3,357	5,277
Campaign materials	3,874	5,470
Campaign supplies	4,711	2,718
Campaign special events	16,633	20,711
Direct mail	4,234	7,258
Lottery expense	106	193
Marketing	4,599	
Meetings	362	6,590
Office equipment - rentals		5,481
Professional development	2,993	2,846
Salaries and employee benefits	118,428	109,747
Technology	4,106	4,787
Travel	2,267	2,343
	165,670	173,421
Allocation of general management and administration expenditures - Schedule 3 - Note 9	171,248	143,555
Total fundraising expenditures	336,918	316,976

The accompanying notes form an integral part of these financial statements

**UNITED WAY OF QUINTE INC.
SCHEDULE OF PROGRAM EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2014**

	2014	2013
	\$	\$
Allocations to member agencies		
- Schedule 4	1,226,907	1,131,273
Designations to		
- member agencies	6,927	13,794
- non-member agencies	110,109	80,611
- other United Ways	789	1,112
Total allocations and designations	1,344,732	1,226,790
United Way of Quinte Inc. - Program expenditures		
Grants	25,860	29,350
Bursary	2,000	2,000
ED Discretionary Fund	1,000	456
Day of Caring	1,653	1,085
211		3,750
Good Backpack Program	30,666	25,306
Winter Warmth Program		10,842
Labour Community Services Program (including wages, benefits and travel)	24,528	21,675
Community Investment Process (including wages, benefits and travel)	123,094	93,599
Caring for Others		641
Other Programming	5,341	24,999
Volunteer Management Program	1,519	1,784
United Way of Canada - Centraide Canada dues	15,961	15,652
Total direct program expenditures	231,622	231,139
Plus: Allocation of general management and administration expenditures - Schedule 3 - Note 9	171,248	143,555
Total United Way of Quinte Inc. Program expenditures	402,870	374,694
Total program expenditures	1,747,602	1,601,484

The accompanying notes form an integral part of these financial statements

UNITED WAY OF QUINTE INC.
SCHEDULE OF GENERAL AND ADMINISTRATIVE EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2014

	2014	2013
	\$	\$
Bank charges	1,484	1,325
Insurance	814	826
Interest on long-term debt	2,310	
Maintenance and grounds		5,296
Meetings	4,420	3,247
Memberships and associations	1,455	1,618
Moving expenses	395	11,238
Occupancy costs	117,622	91,055
Office equipment	2,571	3,848
Office supplies - stationery	1,410	1,955
Postage	724	965
Professional fees	11,725	12,523
Professional development	9,011	1,198
Property taxes		1,027
Salaries and employee benefits	179,324	149,349
Technology	4,904	3,495
Telephone	2,212	2,219
Travel	2,115	2,248
Utilities		3,131
	342,496	296,563
Allocation to fundraising expenditures - Note 9	171,248	143,555
Allocation to program expenditures - Note 9	171,248	143,555
Allocation to building operations		9,454
Total general management and administration expenditures	342,496	296,564

The accompanying notes form an integral part of these financial statements

UNITED WAY OF QUINTE INC.
SCHEDULE OF DISTRIBUTIONS TO FUNDED AGENCIES
FOR THE YEAR ENDED MARCH 31, 2014

	2014	2013
	\$	\$
Abigail's Learning Centre Inc.	30,500	20,000
Alternatives for Women in Prince Edward County	14,000	14,000
Bancroft Community Transit	24,500	23,000
Belleville Community Trust	32,500	28,500
Big Brothers Big Sisters of Hastings & Prince Edward Counties	70,000	75,000
Brain Injury Association Quinte Branch		13,400
Bridging the Gap		(16,127)
Canadian Hearing Society	35,000	34,000
Canadian Mental Health Association	89,000	76,500
CNIB (Canadian National Institute for the Blind)	31,500	26,500
Canadian Red Cross - Quinte		10,000
Celebrate Youth Movement		22,000
Centre Hastings Support Network	27,000	27,000
Community Care for Central Hastings	32,000	32,000
Community Care for South Hastings	23,000	20,000
Community Development Council	41,000	31,000
Community Living Belleville & District	12,000	
Community Living Prince Edward	15,000	15,000
Community Oriented Sentencing Program	17,000	16,000
Continuing On In Education (COED)	45,000	45,000
Deseronto Transit	40,000	20,000
Girls Inc. of Limestone	10,000	7,500
Gleaners Food Bank (Quinte) Inc.	28,000	28,000
John Howard Society	25,600	
K3 Credit Counselling	17,000	14,000
Life Safety Committee	5,000	5,000
Maggie's Resource Centre	18,000	15,000
Navy League of Canada - Belleville Branch	17,000	17,000
North Hastings Children's Services	28,000	27,000
North Hastings Community Integration Association	26,000	10,000
North Hastings Community Trust	29,000	29,000
North Hastings Community Cupboard	25,000	25,000
Prince Edward Child Care Services	13,400	22,000
Quinte Access Transportation Inc.	51,396	45,000
Quinte Learning Alternatives	56,400	54,000
Quinte United Immigrant Services	15,000	10,000
Quinte Therapeutic Riding Association	19,000	17,000
Quinte Vocational Support Services	14,745	14,000
Quinte West Youth Centre	47,000	30,000
Recreational Outreach Centre	38,000	30,500
Sexual Assault Centre for Quinte and District	17,000	17,000
St. John Ambulance Quinte	16,500	16,500
Trent Community Correctional Committee		15,000
Triple P Positive Parenting Program	25,000	25,000
Victorian Order of Nurses	18,366	17,000
Volunteer & Information Quinte	19,000	30,000
YMCA of Belleville & Quinte	36,000	46,000
Youth Habilitation (Quinte) Inc.	32,500	32,000
	1,226,907	1,131,273

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