

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
FINANCIAL STATEMENTS
AS AT MARCH 31, 2017

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
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AS AT MARCH 31, 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way Hastings & Prince Edward, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of United Way Hastings & Prince Edward, Inc., which comprise the statement of financial position as at March 31, 2017 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 Hastings & Prince Edward, 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 Hastings & Prince Edward, Inc. and we were not able to determine whether, as at and for the years ended March 31, 2017 and March 31, 2016, any adjustments might be necessary to campaign revenue, excess (deficiency) of revenues over expenditures, 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 Hastings & Prince Edward, Inc. as at March 31, 2017, 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 14, 2017

Chartered Professional Accountants
Licensed Public Accountants

WILKINSON & COMPANY LLP - CHARTERED ACCOUNTANTS

Telephone 613-966-5105 • Toll Free 1-888-728-3890 • Fax 613-962-7072
888 Sidney Street, Belleville, Ontario K8N 4Z5 • www.wilkinson.net

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES
FOR THE YEAR ENDED MARCH 31, 2017

	Operating Fund		Internally Restricted Funds			Total 2017 \$	Total 2016 \$
	2017 \$	2016 \$	Contingency Fund 2017 \$	Bequests and Special Trusts Fund 2017 \$	Accumulated Surpluses/Deficits Fund 2017 \$		
REVENUES							
Campaign revenue	1,918,358	2,060,056					
Revenue from other United Ways	2,326	5,243					
Gross campaign revenue	1,920,684	2,065,299	NIL	NIL	NIL	NIL	NIL
Less: Uncollectible pledges	(22,688)	(20,143)					
Net campaign revenue	1,897,996	2,045,156	NIL	NIL	NIL	NIL	NIL
Interest income	509	1,008	3,883	201		4,084	4,893
Other income	12,631	13,397					
Program income	16,205	22,181					
	1,927,341	2,081,742	3,883	201	NIL	4,084	4,893
EXPENDITURES							
Fundraising expenditures - Schedule 1	330,435	321,767	NIL	NIL	NIL	NIL	NIL
NET REVENUE AVAILABLE FOR PROGRAMS	1,596,906	1,759,975	3,883	201	NIL	4,084	4,893
PROGRAM EXPENDITURES							
Allocations and designations - Schedule 2	1,247,043	1,335,027					
Programs - Schedule 2	421,823	452,144					
Amortization of tangible capital assets	1,668,866	1,787,171	NIL	NIL	NIL	NIL	NIL
Realized loss on disposition of portfolio investments	18,517	22,729	4,323			4,323	
Increase (decrease) in unrealized loss on portfolio investments			(4,879)			(4,879)	4,558
	1,687,383	1,809,900	(556)	NIL	NIL	(556)	4,558
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES	(90,477)	(49,925)	4,439	201		4,640	335
INTERFUND TRANSFERS - Note 7	90,477	49,925	NIL	(1,644)	(88,833)	(90,477)	(49,925)
INCREASE (DECREASE) IN FUND BALANCE	NIL	NIL	4,439	(1,443)	(88,833)	(85,837)	(49,590)
FUND BALANCES - BEGINNING OF YEAR	NIL	NIL	230,884	57,464	362,879	651,227	700,817
FUND BALANCES - END OF YEAR	NIL	NIL	235,323	56,021	274,046	565,390	651,227

The accompanying notes form an integral part of these financial statements



UNITED WAY HASTINGS & PRINCE EDWARD, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED MARCH 31, 2017

	Operating Fund	Contingency Fund	Bequests and Special Trusts Fund	Accumulated Surpluses/Deficits Fund	Total	Total 2016
	\$	\$	\$	\$	\$	\$
OPERATING ACTIVITIES						
Increase (decrease) in fund balances		4,439	(1,443)	(88,833)	(85,837)	(49,590)
Adjustments for items which do not affect cash						
Amortization of tangible capital assets	18,517				18,517	22,729
	<u>18,517</u>	<u>4,439</u>	<u>(1,443)</u>	<u>(88,833)</u>	<u>(67,320)</u>	<u>(26,861)</u>
Net change in non-cash working capital balances related to operations						
Accounts receivable	113	3,156			3,269	9,070
Pledges receivable	151,700				151,700	(149,540)
Prepaid expenses	4,715				4,715	(5,862)
Decrease in due from operating fund	(88,833)			88,833		47,962
Accounts payable and accrued liabilities	26,883				26,883	(11,306)
Allocations payable to funded agencies	(88,550)				(88,550)	(13,430)
Donor designated campaign revenues	7,115				7,115	(66,519)
Decrease in due to internally restricted funds						(47,962)
	<u>13,143</u>	<u>3,156</u>	<u>NIL</u>	<u>88,833</u>	<u>105,132</u>	<u>(237,587)</u>
CASH FLOWS PROVIDED FROM (USED IN) OPERATING ACTIVITIES						
	<u>31,660</u>	<u>7,595</u>	<u>(1,443)</u>	<u>NIL</u>	<u>37,812</u>	<u>(264,448)</u>
INVESTING ACTIVITIES						
Net change in portfolio investments		44,992	57,464		102,456	(92,000)
Purchase of tangible capital assets						(8,540)
Repayment of mortgage payable	(70,360)				(70,360)	(67,613)
CASH FLOWS PROVIDED FROM (USED IN) INVESTING ACTIVITIES						
	<u>(70,360)</u>	<u>44,992</u>	<u>57,464</u>	<u>NIL</u>	<u>32,096</u>	<u>(168,153)</u>
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS						
	<u>(38,700)</u>	<u>52,587</u>	<u>56,021</u>	<u>NIL</u>	<u>69,908</u>	<u>(432,601)</u>
CASH AND EQUIVALENTS - BEGINNING OF YEAR						
	<u>742,988</u>	<u>1,188</u>	<u>NIL</u>	<u>NIL</u>	<u>744,176</u>	<u>1,176,777</u>
CASH AND EQUIVALENTS - END OF YEAR						
	<u>704,288</u>	<u>53,775</u>	<u>56,021</u>	<u>NIL</u>	<u>814,084</u>	<u>744,176</u>
REPRESENTED BY:						
Cash	<u>704,288</u>	<u>53,775</u>	<u>56,021</u>	<u>NIL</u>	<u>814,084</u>	<u>744,176</u>

The accompanying notes form an integral part of these financial statements

**UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017**

1. NATURE AND PURPOSE OF THE ORGANIZATION

The United Way Hastings & Prince Edward, Inc. (previously United Way of Quinte Inc.) is a registered charity under the Income Tax Act and accordingly is exempt from income taxes. It was incorporated without share capital under the laws of Ontario.

The United Way Hastings & Prince Edward, 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.
- (ii) The Accumulated Surpluses/Deficits Fund accounts for annual surpluses/deficits transferred from the Operating Fund.
- (iii) The Contingency Fund's purpose is to provide a pool of funds that the organization may allocate should an "emergency" arise. An emergency is defined as a significant, non-recurring event. 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.

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

2. SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

(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 HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

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 calendar 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 donor designated campaign revenues (deferred revenue). 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.

(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 HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

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.

Financial assets measured at amortized cost include cash, accounts receivable, pledges 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 HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

3. PORTFOLIO INVESTMENTS

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

	2017		2016	
	Cost \$	Market Value \$	Cost \$	Market Value \$
Corporate debt securities	181,130	180,796	288,465	283,252

- (b) The corporate debt securities have various maturity dates ranging from January, 2018 to June, 2021, with effective interest rates ranging from 2.20% to 4.35%. Any of the longer term investments may be liquidated in the short-term, based on the organization's needs.
- (c) During the year, the organization redeemed corporate debt securities for cash proceeds of \$165,464, resulting in a realized loss on the sale of portfolio investments of \$4,323.

4. TANGIBLE CAPITAL ASSETS

	2017		2016	
	Cost \$	Accumulated amortization \$	Cost \$	Accumulated amortization \$
Land	65,000		65,000	
Building	501,895	40,223	501,895	27,676
Office furniture and equipment	9,122	9,122	9,122	9,122
Computer equipment	8,674	8,674	8,674	8,039
Computer software	19,134	16,999	19,134	11,664
	603,825	75,018	603,825	56,501
Cost less accumulated amortization	\$ 528,807		\$ 547,324	

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

5. LONG-TERM DEBT

The long-term debt consists of a mortgage on land and building, repayable in blended monthly instalments of \$6,445, bearing interest of 3.99% until maturity in February, 2019.

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

	\$
2018	73,219
2019	63,257
	136,476

6. COMMITMENTS

United Way Hastings & Prince Edward, Inc. has entered into an agreement with Ontario 211 Services to provide funding of \$18,024 annually for a period of three years from April 1, 2017 to March 31, 2020. The funds will be used to assist Ontario 211 in developing, sustaining and improving an integrated, Ontario-wide 211 Service.

United Way Hastings & Prince Edward, Inc. entered into two agreements during the March 31, 2013 fiscal year for the lease of office equipment. Both agreements have terms of approximately 5 years.

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

	\$
2018	25,818
2019	18,270
2020	18,024
	62,112

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

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

The Operating Fund transfers its annual surplus or deficit to the Accumulated Surpluses/Deficits Fund at year end (2017 - deficit of \$88,833 after \$1,644 transfer from Bequests and Special Trusts Fund to Operating Fund).

Annually, the Bequests and Special Trusts Fund will transfer funds to cover the Operating Fund Volunteer Management Program costs (2017 - \$1,644).

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

8. 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, 2017 fiscal year, two were specific to Fundraising, two were specific to Programs, one was split between Fundraising and Programs and the three remaining positions were split between Fundraising, Programs and Administration.

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

	2017	2016
To fundraising expenditures - Schedule 1	50 %	50 %
To program expenditures - Schedule 2	50 %	50 %

9. 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:

	2017	2016
Direct costs of fundraising	8.07 %	7.45 %
Costs of general management and administration associated with fundraising	8.88 %	7.85 %
	16.95 %	15.30 %

These ratios were calculated on the total revenue from all sources as per the statement of operations, before deducting uncollectible pledges.

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017

10. 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.

(a) Market (Other Price) Risk:

Market (other price) 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: foreign 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. This risk is mitigated as the organization intends to hold its mortgage to maturity.

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

(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.

**UNITED WAY HASTINGS & PRINCE EDWARD, INC.
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 2017**

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

(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 corporate debt security 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 HASTINGS & PRINCE EDWARD, INC.
SCHEDULE OF FUNDRAISING EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2017

	2017	2016
	\$	\$
Bank charges	3,053	4,143
Campaign materials	6,551	7,775
Campaign supplies	2,592	1,479
Campaign special events	23,003	29,969
Direct mail	9,091	5,907
Lottery expense	287	189
Meetings	254	182
Professional development	756	
Salaries and employee benefits	106,848	102,437
Technology	2,180	2,140
Travel	2,723	2,444
	157,338	156,665
Allocation of general management and administration expenditures - Schedule 3 - Note 8	173,097	165,102
Total fundraising expenditures	330,435	321,767

The accompanying notes form an integral part of these financial statements

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
SCHEDULE OF PROGRAM EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2017

	2017 \$	2016 \$
Allocations to member agencies		
- Schedule 4	1,182,020	1,275,570
Designations to		
- member agencies	8,536	6,552
- non-member agencies	55,560	51,264
- other United Ways	927	1,641
Total allocations and designations	1,247,043	1,335,027
Program expenditures		
Grants	39,168	45,728
Bursary	2,000	2,000
ED Discretionary Fund	100	350
Day of Caring	1,318	1,519
211	18,064	18,126
Good Backpack Program	21,919	27,636
Labour Community Services Program (including wages, benefits and travel)	8,401	4,243
Community Investment Process (including wages, benefits and travel)	132,563	127,668
Volunteer Management Program	1,644	1,964
Transportation Services	197	197
Speakers' Bureau	289	153
Fresh For All	2,000	
Social Justice Poverty Challenge	2,000	
Loyalist Poverty Challenge	800	793
Downtown Doc Fest Film Festival		1,000
Small programming		23,210
Bridges out of Poverty		2,000
Leadership Development	746	725
Vital Signs		2,000
Community Engagement Programs	50	7,032
United Way of Canada - Centraide Canada dues	17,467	20,698
Total direct program expenditures	248,726	287,042
Plus: Allocation of general management and administration expenditures - Schedule 3 - Note 8	173,097	165,102
Total United Way Hastings & Prince Edward, Inc. Program expenditures	421,823	452,144
Total program expenditures	1,668,866	1,787,171

The accompanying notes form an integral part of these financial statements

Schedule 3

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
SCHEDULE OF GENERAL AND ADMINISTRATIVE EXPENDITURES
FOR THE YEAR ENDED MARCH 31, 2017

	2017	2016
	\$	\$
Advertising and public relations	16,767	17,635
Bank charges	1,791	1,486
Insurance	4,126	3,230
Interest on long-term debt	6,975	9,723
Meetings	1,342	3,122
Memberships and associations	847	940
Occupancy costs	27,334	28,385
Office equipment	3,454	3,130
Office supplies - stationery	1,676	1,520
Postage	520	620
Professional fees	34,349	12,390
Professional development	7,717	14,992
Salaries and employee benefits	224,347	219,373
Technology	11,455	9,653
Telephone	2,052	2,040
Travel	1,442	1,964
	346,194	330,203
Allocation to fundraising expenditures - Note 8	173,097	165,102
Allocation to program expenditures - Note 8	173,097	165,102
Total general management and administration expenditures	346,194	330,204

The accompanying notes form an integral part of these financial statements

Schedule 4

UNITED WAY HASTINGS & PRINCE EDWARD, INC.
SCHEDULE OF DISTRIBUTIONS TO FUNDED AGENCIES
FOR THE YEAR ENDED MARCH 31, 2017

	2017	2016
	\$	\$
Abigail's Learning Centre Inc.	39,500	
Alternatives for Women in Prince Edward County	14,000	14,000
Bancroft Community Transit	19,000	25,000
Belleville Community Trust	47,000	47,000
Big Brothers Big Sisters of Hastings & Prince Edward Counties	15,000	63,000
Brain Injury Association Quinte Branch	10,000	5,000
Canadian Hearing Society	40,000	40,000
Canadian Mental Health Association	60,000	60,000
CNIB (Canadian National Institute for the Blind)	32,000	32,000
Centre Hastings Support Network	25,000	25,000
Community Care for Central Hastings	42,000	42,000
Community Care for South Hastings	21,000	26,000
Community Development Council	48,500	48,500
Community Living Belleville & District	33,500	33,500
Community Living Prince Edward	13,000	15,000
Community Oriented Sentencing Program	17,200	17,200
Continuing On In Education (COED)	35,000	41,000
Deseronto Transit	37,000	35,000
Girls Inc. of Limestone		10,000
Gleaners Food Bank (Quinte) Inc.	10,000	12,500
John Howard Society	43,700	40,000
K3 Credit Counselling	15,000	17,000
Navy League of Canada - Belleville Branch	17,000	15,000
North Hastings Children's Services	49,600	52,200
North Hastings Community Integration Association		20,000
North Hastings Community Trust	39,000	37,000
North Hastings Community Cupboard	35,000	35,000
Prince Edward Child Care Services		8,400
Prince Edward Learning Centre	35,000	35,000
Quinte Access Transportation Inc.	56,320	56,320
Quinte Learning Alternatives	60,500	68,105
Quinte United Immigrant Services	11,000	
Quinte Therapeutic Riding Association	19,000	19,000
Quinte Vocational Support Services	11,700	15,345
Quinte West Youth Centre	37,000	62,000
Recreational Outreach Centre	80,000	80,000
Sexual Assault Centre for Quinte and District	18,500	18,500
Triple P Positive Parenting Program	20,000	25,000
Volunteer & Information Quinte	25,000	30,000
Youth Habilitation (Quinte) Inc.	50,000	50,000
	1,182,020	1,275,570

The accompanying notes form an integral part of these financial statements