

United Way of Brandon & District  
Financial Statements  
For the Year Ended March 31, 2020

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Financial Statements  
For the Year Ended March 31, 2020

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## Independent Auditor's Report

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To the Directors of United Way of Brandon & District

### Qualified Opinion

We have audited the financial statements of United Way of Brandon & District (the organization), which comprise the statement of financial position as at March 31, 2020, the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2020, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

### Basis for Qualified Opinion

In common with many not-for-profit organizations, the organization derives revenue from donations and fundraising activities the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the organization. Therefore, we were not able to determine whether any adjustments might be necessary to donation and fundraising revenue, excess of revenues over expenses, and cash flows from operations for the periods ended March 31, 2020 and 2019, current assets as at March 31, 2020 and 2019, and net assets as at April 1, 2019 and March 31, 2020 and January 1, 2018 and March 31, 2019. Our audit opinion on the financial statements for the period ended March 31, 2019 was modified accordingly because of the possible effects of this limitation in scope

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.



In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.



We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*BDO Canada LLP*

Chartered Professional Accountants

Brandon, Manitoba  
June 2, 2020

## United Way of Brandon & District Statement of Financial Position

For the year ended March 31	2020	2019
<b>Assets</b>		
<b>Current</b>		
Cash	\$ 601,600	\$ 606,523
Accounts receivable (Note 2)	206,649	152,804
Prepaid expenses	9,783	9,588
	818,032	768,915
Long-term investments (Note 3)	804,975	334,168
Tangible capital assets (Note 4)	11,495	6,114
Donated life insurance assets (Note 8)	15,140	16,686
	\$ 1,649,642	\$ 1,125,883
<b>Liabilities and Net Assets</b>		
<b>Current</b>		
Accounts payable and accrued liabilities	\$ 34,609	\$ 23,059
Deferred revenue (Note 5)	170,706	144,434
Donor designations	63,486	42,938
Fund distribution payable	500,283	545,800
Deferred donated life insurance revenue (Note 8)	15,140	16,686
	784,224	772,917
<b>Net Assets</b>		
Internally Restricted Community Response (Note 9)	69,420	14,044
Internally Restricted for Coats for Kids (Note 9)	(3,498)	(1,118)
Invested in Capital Assets (Note 9)	4,296	6,114
Internally Restricted for Operating Contingencies (Note 9)	57,429	57,429
Internally Restricted for Equipment and Software Purchases (Note 9)	21,221	21,221
Unrestricted Net Assets (Note 9)	(7,303)	(1,593)
Internally Restricted for Programs (Note 9)	13,754	13,754
Internally Restricted for Tomorrow Fund (Note 9)	710,099	205,271
Restricted Debbie Arsenault Community (Note 9)	-	37,844
	865,418	352,966
	\$ 1,649,642	\$ 1,125,883

Commitments (Note 6)

On behalf of the Board:

\_\_\_\_\_ Director

## United Way of Brandon & District Statement of Operations

For the year ended March 31	2020	2019
Revenue		
Donation revenue	\$ 1,404,280	\$ 642,811
Funds transferred to United Way - Centraide Health Partners	(3,614)	(5,731)
	<u>1,400,666</u>	<u>637,080</u>
Gross campaign revenue	1,400,666	637,080
Uncollectible pledges (recovery)	(49,936)	8,232
	<u>1,350,730</u>	<u>645,312</u>
Net campaign revenue	1,350,730	645,312
Grant Revenue	6,880	8,171
BACF Grant Revenue	1,800	-
Province of Manitoba	171,459	214,324
Sponsorship and fundraising	38,522	46,425
Interest income	10,919	4,125
Donated insurance policy premium	1,547	2,410
Other revenue	20,541	15,636
Investment income (loss)	(101,701)	2,977
	<u>1,500,697</u>	<u>939,380</u>
Total Revenue	1,500,697	939,380
Total Expenses - Schedule 1	<u>988,244</u>	<u>1,149,202</u>
Excess (deficiency) of revenues over expenses	<u>\$ 512,453</u>	<u>\$ (209,822)</u>

The accompanying notes and schedules are an integral part of these financial statements.

## United Way of Brandon & District Statement of Changes in Net Assets

For the year ended March 31	Internally Restricted Community Response	Internally Restricted for Coats for Kids	Invested in Capital Assets	Internally Restricted for Operating Contingencies	Internally Restricted for Equipment and Software Purchases	Unrestricted Net Assets	Internally Restricted for Programs	Internally Restricted Tomorrow Fund	Restricted Debbie Arsenault Community	Total 2020	Total 2019
Balance, beginning of the year	\$ 14,044	\$ (1,118)	\$ 6,114	\$ 57,429	\$ 21,221	\$ (1,593)	\$ 13,754	\$ 205,271	\$ 37,844	\$ 352,966	\$ 562,788
Excess of revenues over expenses	(44,624)	(2,380)	(2,090)	-	-	656,151	-	(95,172)	567	512,453	(209,822)
Interfund transfers	100,000	-	272	-	-	(661,861)	-	600,000	(38,411)	-	-
Balance, end of the year	\$ 69,420	\$ (3,498)	\$ 4,296	\$ 57,429	\$ 21,221	\$ (7,303)	\$ 13,754	\$ 710,099	\$ -	\$ 865,419	\$ 352,966

The accompanying notes and schedules are an integral part of these financial statements.



## United Way of Brandon & District Statement of Cash Flows

For the year ended March 31	2020	2019
Cash flows from operating activities		
Excess (deficiency) of revenues over expenses	\$ 512,453	\$ (209,822)
Items not affecting cash:		
Amortization of capital assets	3,890	3,057
Change in value of long term investments	144,614	2,999
	<u>660,957</u>	<u>(203,766)</u>
Changes in non-cash working capital:		
Accounts receivable	(53,847)	235,914
Inventories	-	2,817
Prepaid expenses	(196)	(6,204)
Accounts payable and accrued liabilities	11,550	(20,610)
Deferred contributions	26,272	(28,660)
Donor designations	20,551	(32,890)
Fund distribution payable	(45,517)	30,833
	<u>619,770</u>	<u>(22,566)</u>
Cash flows from investing activities		
Purchase of investments	(653,265)	-
Proceeds on disposal of investments	37,844	-
Acquisition of capital assets	(9,272)	-
	<u>(624,693)</u>	<u>-</u>
Net decrease in cash	(4,923)	(22,566)
Cash, beginning of the year	<u>606,523</u>	<u>629,089</u>
Cash, end of the year	<u>\$ 601,600</u>	<u>\$ 606,523</u>

The accompanying notes and schedules are an integral part of these financial statements.

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# United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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## 1. Significant Accounting Policies

Nature and Purpose of Organization	<p>The United Way of Brandon &amp; District is a Not-for-Profit organization. The United Way of Brandon &amp; District purpose is to mobilize resources to support a broad range of non-profit human care services. It exists to improve the quality of life and build a stronger, safer, more caring community. The United Way of Brandon &amp; District serves Brandon and district.</p> <p>The United Way of Brandon &amp; District is a charitable organization, and as such, is exempt from income tax on its earnings under Section 149(2) of the Income Tax Act.</p>
Basis of Accounting	<p>The financial statements have been prepared using Canadian accounting standards for not-for-profit organizations.</p>
Revenue Recognition	<p>The United Way of Brandon &amp; District follows the deferral method of accounting for contributions.</p> <p>Donations pledged, but not yet received have been recorded as pledges receivable. Pledges receivable are recorded based on management's best estimate of pledges to be received from the campaign.</p> <p>Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. 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.</p> <p>Restricted net investment income is recognized as revenue in the year in which the related expenses are incurred. Restricted net investment income that must be added to the principal amount of resources held for endowment is recognized as a direct increase in net assets. Unrestricted net investment income is recognized as revenue when earned.</p> <p>Life insurance policies donated to, and held by, United Way of Brandon &amp; District are recorded as a long-term investment and deferred revenue. Life insurance policies are recorded at fair value. Fair value is determined as the cash surrender value. Increases in the fair value are recorded directly to the investment and deferred revenue balances. Revenue will be recognized in the period of receipt of the cash surrender value of death benefit.</p>

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### 1. Significant Accounting Policies (continued)

#### Financial Instruments

Financial Instruments are recorded at fair value at initial recognition.

In subsequent periods, financial instruments are reported at cost or amortized cost less impairment. Transaction costs on the acquisition, sale or issue of financial instruments are expensed for those items measured at fair value and charged to the financial instrument for those measured at amortized cost.

Financial assets are tested for impairment when indicators of impairment exist. When a significant change in the expected timing or amount of the future cash flows of the financial asset is identified, the carrying amount of the financial asset is reduced and the amount of the write-down is recognized in net income. A previously recognized impairment loss may be reversed to the extent of the improvement, provided it is not greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously, and the amount of the reversal is recognized in net income.

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### 1. Significant Accounting Policies (continued)

**Tangible Capital Assets** Purchased tangible capital assets are stated at cost less accumulated amortization. Contributed tangible capital assets are recorded at fair value at the date of contribution and are amortized, unless fair value is not determinable in which case contributed tangible capital assets are recorded at nominal value at the date of contribution. Expenditures for repairs and maintenance are expensed as incurred. Betterments that extend the useful life of the tangible capital asset are capitalized.

Amortization based on the estimated useful life of the asset is calculated as follows:

	Method	Rate
Furniture and equipment	Straight-line	5 years
Computer equipment	Straight-line	3 years

When a tangible capital asset no longer has any long-term service potential to the United Way of Brandon & District, the excess of its net carrying amount over any residual value is recognized as an expense in the statement of operations. Any unamortized deferred contribution amount related to the tangible capital asset is recognized in revenue in the statement of operations, provided that all restrictions have been complied with.

When a tangible capital asset is disposed of, the difference between the net proceeds on disposition and the net carrying amount is recognized in the statement of operations. Any unamortized deferred contribution amount related to the tangible capital asset disposed of is recognized in revenue in the statement of operations, provided that all restrictions have been complied with.

**Contributed Services** Volunteers contribute many hours per year to assist the United Way of Brandon & District in carrying out its activities. Contributed services are recognized only when the fair value can be reasonably determined.

**Deferred revenue** Deferred revenue is the portion of grants received prior to year end which relates to programs and services to be delivered after year end.

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Notes to Financial Statements

March 31, 2020

2. Accounts Receivable

	2020	2019
Campaign pledges	\$ 228,848	\$ 179,871
Grant Receivable	25,000	-
Allowance for doubtful accounts	(50,000)	(30,000)
	203,848	149,871
GST	1,248	1,372
Trade	1,561	1,561
	\$ 206,657	\$ 152,804

3. Investments

The carrying amounts of investments are comprised of the following:

	2020	2019
Guaranteed Investment Certificate, maturing October 2020, with an interest rate of 2.21%	\$ 93,064	\$ 91,053
Guaranteed Investment Certificate, matured in year	-	37,844
	93,064	128,897
At cost:		
Equity in Westman Communications Group	1,812	-
	1,812	-
At fair value:		
Portfolio of marketable securities	710,099	205,271
	\$ 804,975	\$ 334,168

United Way of Brandon & District  
Notes to Financial Statements

March 31, 2020

4. Tangible Capital Assets

	2020		2019	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Furniture and Equipment	\$ 26,094	\$ (18,677)	\$ 16,822	\$ (16,822)
Computer Equipment	32,223	(28,145)	32,223	(26,109)
	58,317	(46,822)	49,045	(42,931)
		\$ 11,495		\$ 6,114

In the current year a grant in the amount of \$9,000 was received for the purchase of office furniture and equipment. The grant will be recognized as revenue on the same basis that the related assets are amortized.

5. Deferred Contributions

Changes in the deferred contributions balance are as follows:

	2020	2019
Beginning balance	\$ 144,434	\$ 173,094
Less: amounts recognized as revenue in the year	(144,434)	(173,094)
Add: amounts received related to expenses of a subsequent period	170,706	144,434
Ending balance	\$ 170,706	\$ 144,434

## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

### 6. Other Commitments

The United Way of Brandon & District has entered into a lease agreement with Xerox for their printer, Pitney Bowes for their postage meter, and a lease agreement with Towers Realty Group for the lease of the office space with estimated annual payments to expiry of the agreements are as follows:

	2021	\$ 25,290
	2022	4,747
	2023	1,072
	2024	<u>235</u>
		<u>\$ 31,344</u>

### 7. General Management and Administration Allocation

General management and administration expenses are incurred to support functional areas and are allocated to fundraising and program expenses based on the time study method. Following this method, general management and administration expenses are allocated as follows:

	<u>2020</u>	<u>2019</u>
Fundraising expenses	60%	60%
Program expenses	40%	40%

### 8. Future Benefit

The United Way of Brandon & District is currently the beneficiary of one life insurance policy (2019 - four life insurance policies). During the current year the proceeds of two of the life insurance policies were received and one policy was cancelled. The organization issues charity receipts to the individuals registered under the life insurance policy for the amount of their annual premiums. The organization is then entitled to an estimated future benefit of \$105,140 from the insurance policy as follows:

	<u>2020</u>	<u>2019</u>
Current cash value	\$ 15,140	\$ 16,686
Estimated term benefit	90,000	910,281
	<u>\$ 105,140</u>	<u>\$ 926,967</u>

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### 9. Capital Management

The organization manages the following capital:

	2020	2019
Capital Asset Fund	\$ 4,296	\$ 6,114
Coats for Kids Fund	(3,498)	(1,118)
Community Fund	(7,303)	(1,593)
Community Response Fund	69,420	14,044
Debbie Arsenault Community Fund	-	37,844
Equipment and Software Purchases Fund	21,221	21,221
Operating Contingencies Fund	57,429	57,429
Programs Fund	13,754	13,754
Tomorrow Fund	710,099	205,271
	<u>\$ 865,418</u>	<u>\$ 352,966</u>

The organization sets the amount of capital in proportion to risk and manages the capital structure and makes adjustments to it in light of changes to economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the organization may reduce the amount of funds that are disbursed in any particular year to ensure the survival and longevity of the organization.

### 10. Restrictions on Net Assets

The organization has placed the following internal restrictions on its net assets. These internally restricted amounts are not available for other purposes without prior approval of the Board of Directors.

#### Community Response

The purpose of the restriction for Community Response is to set aside a certain portion of community generated dollars annually for distribution through the Community Response Grant program. The funding stream affiliated with this will allow the organization to respond more quickly to urgent community needs and encourage community not-for-profit organizations to work collaboratively to develop community driven strategies that will solve community specific needs.

#### Coats for Kids

The Coats for Kids restriction was set up to hold in reserve, a specific amount of funding that would be available should the community sponsorship of this community collaborative program suffer negatively. This restriction ensures the Coats for Kids program will continue to operate over the long-term.



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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### Capital Assets

The Capital Assets restriction was established to record the investment in unamortized capital assets. The purchase price of capital assets is funded through transfers from unrestricted net assets. On an annual basis, amortization is charged to this amount.

### Operating Contingencies

The purpose of the Operating Contingencies restriction is to support the sustainability of long-term funding for the organization's office operations and associated infrastructure financial requirements, on-going community programs not otherwise funded, and services and operating costs in special circumstances that are not funded through core revenue.

### Equipment and Software Purchases

The Equipment and Software Purchases restriction was set up to hold in reserve a specific amount of funding that would be available to fund future equipment and software purchases when needed.

### Tomorrow Fund

The Tomorrow restriction was set up as an investment that will grow and provide income each year. The money can be used for contingency purposes in the event operating grants or campaign donations are adversely affected.

### Community/Unrestricted

The Community restriction is the accumulation of resources dedicated or directed to supporting investments in the community. The purpose of this account is the investment of unrestricted resources in the community through funding in accordance with multi-year funding agreements and expenditures for community services, programs or initiatives, which support sustainable community solutions to pressing social issues. Restricted resources are distributed in accordance with the directions of the donor.

### Programs

The Programs restriction contains funds reserved for possible partnerships or new United Way run programs which would benefit one of the three focus areas of: moving people from poverty to possibility, helping kids be all they can be, or creating safe and healthy neighbourhoods.

### Debbie Arsenault

This account was established from an amount donated from the estate of Debbie Arsenault. It is set up for the interest earned to be used to help with the operations of the United Way of Brandon & District. This fund was closed in the year.

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### 11. Comparison to Prior Year

During 2018 the organization changed the year end from December 31 to March 31. The current year's figures are based on the twelve month period from April 1, 2019 to March 31, 2020. The comparative figures are based on a fifteen month period from January 1, 2018 to March 31, 2019.

### 12. Financial Instruments

The organization, as part of its operations, carries a number of financial instruments. It is management's opinion that the organization is not exposed to significant interest, currency, credit, liquidity or other price risks arising from these financial instruments except as otherwise noted.

#### Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Credit risk arises principally from receivables. The United Way of Brandon & District's financial instruments that are exposed to concentrations of credit risk relate primarily to its grants and pledges receivable.

The United Way of Brandon & District is also exposed to credit risk arising from all of its bank accounts being held at one financial institution and deposits are only insured up to \$100,000.

Subsequent to year end, the credit risk related to pledges receivable increased due to the impact of COVID-19, which could lead to an increase in bad debts. This may impact the amount of multi year funding that the organization is able to provide in the future. The full impact cannot be assessed at this time.

#### Liquidity risk

Liquidity risk is the risk that the United Way of Brandon & District will encounter difficulty in meeting its obligations associated with financial liabilities. Liquidity risk includes the risk that, as a result of operational liquidity requirements, the United Way of Brandon & District will not have sufficient funds to settle a transaction on the due date; will be forced to sell financial assets at a value, which is less than what they are worth; or may be unable to settle or recover a financial asset. The United Way of Brandon & District is exposed to this risk mainly in respect of its accounts payable.

There have not been any changes in the risk from the prior year

#### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The United Way of Brandon & District is exposed to interest rate risk on its fixed and floating interest rate financial instruments. Fixed-interest instruments subject the United Way of Brandon & District to a fair value risk while the floating rate instruments subject it to a cash flow risk. However, the risk associated with investments is reduced to a minimum since these assets are invested in fixed income securities.

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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There have not been any changes in the risk from the prior year

### Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The organization's portfolio investments expose the organization to other price risk, as such investments are subject to price changes in the open market. The organization does not use derivative financial instruments to alter the effects of this risk.

Subsequent to year end, COVID-19 has had significant effect on the financial markets. The organization's investments in marketable securities (see Note 3) measured at fair value are reported in these financial statements at their values on March 31, 2020. As of May 15, 2020, the TSX Composite Index has continued to be impacted by COVID-19. The organization's portfolio is experiencing similar fluctuations in value. The extent of any future impact on the organization's investments or operations as a result of COVID-19 is unknown.

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Notes to Financial Statements

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13. Allocations to Multi Year Funding

	2020	2019
Big Brothers & Sisters of Brandon	\$ 10,000	\$ 12,500
Brandon Learning Disabilities Association	20,000	25,000
Brandon and Area Youth for Christ	20,000	18,750
Brandon Literacy Council	15,000	25,000
Brandon Regional Health Centre Foundation Inc. (SPIN)	10,000	7,500
Brandon School Division - Youth Revolution	10,000	12,500
Brandon's Food for Thought	20,000	25,000
Canadian Diabetes Association	5,000	6,250
Canadian Red Cross	12,000	15,000
Child & Family Services of Western Manitoba	32,500	43,750
COR Enterprises	20,000	31,250
CNIB	20,000	25,000
Family Visions - Meal Plan	7,300	12,500
Helping Hands Soup Kitchen	23,400	27,459
Inclusion Westman	7,500	-
Mood Disorders Association of Canada	7,500	7,500
MS Society Westman Chapter	10,000	25,000
Parkinson Society of MB	11,000	13,750
St. John Council for Manitoba	7,500	7,500
Samaritan House Ministries	17,750	43,750
Sexuality Education Resource Centre	13,000	16,250
Society of Manitobans with Disabilities	7,500	7,500
The Counselling Centre	30,000	37,500
The John Howard Society	30,000	37,500
The Women's Resource Centre	27,500	25,000
Westman Aphasia Project	10,000	12,500
Westman Immigrant Services	20,000	27,500
YMCA of Brandon	30,000	56,250
YWCA	45,000	56,250
Westman Hospice	-	13,333
	<u>\$ 499,450</u>	<u>\$ 674,542</u>

United Way of Brandon & District  
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14. Allocations to Donor Designations

	2020	2019
ABC Life Literacy Canada	\$ 100	\$ -
Addictions Foundation of Manitoba	2,600	-
ALS Society of Manitoba	30	-
Alzheimer Society of Manitoba	290	-
Animal Welfare Foundation of Canada	24	-
Autism Society of Manitoba Inc.	25	-
Bear Clan Patrol Inc.	1,100	-
Big Brothers & Sisters of Brandon Association	5,100	-
Birtle & District Foundation	-	2,600
Brandon Festival of the arts	150	-
Brandon Firefighters Charity Fund	130	-
Brandon Food for Thought	195	2,200
Brandon Humane Society	1,285	842
Brandon Regional Health Care Foundation	3,559	2,624
Brandon Society for the Prevention of Cruelty to Animals	159	-
Brandon University Foundation	158	-
Brandon University Foundation - B.U. and You	159	-
BRHA Foundation - Murray House	500	-
Canadian Cancer Society of Westman	870	-
Canadian Diabetes Association	5,000	-
Canadian Foodgrains Bank Association	159	-
Canadian Mental Health Association	2,292	-
Canadian Mental Health Association Thompson	100	-
Canadian Red Cross Society	700	-
Cardale United Church	500	-
Cartwright & Area Foundation	100	-
Child & Family Services	2,800	-
Children's Hospital Foundation of Manitoba	3,520	-
Children's Wish Foundation	40	-
Christman Cheer Registry	1,570	-
Club House Committee - Town of Souris	520	-
CNIB	265	-
Commonwealth Air Training Plan Museum	159	-
Dauphin & District Community Food Bank	260	-
Doctors Without Borders	279	-
Elkhorn & Area Foundation	-	2,600
Fort la Bosse School Division Foundation	5,000	-
Funds for Furry Friends	1,195	1,359
Funshine Early Learning Centre	-	2,000
Heart and Stroke Foundation	500	-
Helping Hands	1,510	7,903
Juvenile Diabetes Research Foundation of Canada	72	-
Knox United Church	474	-
Le Group Communautaire L'inteneraire	200	-
Manitoba Cultural Society of the Deaf	100	-
Manitoba League of Persons with Disabilities Inc.	125	-

United Way of Brandon & District  
Notes to Financial Statements

March 31, 2020

14. Allocations to Donor Designations (continued)

Manitoba Naturalists Society Incorporated	159	-
Manitoba Swimability	25	-
Miami & Area Foundation Inc.	50	-
Mood Disorder Association of Manitoba	2,700	-
Movember Canada	120	-
MS Society (Westman Chapter)	30	-
Oak Lake & Area Foundation	-	2,600
Oak Lake Care Centre	-	2,000
Park West School Division Charitable Foundation	5,000	-
PPCLI Foundation	2,670	1,355
Project B-Youth Mental Health & Addictions	693	-
Prostrate Cancer Care	113	-
Provincial Exhibition of Manitoba	-	7,225
Reston and Area Foundation Inc.	-	2,600
Roman Catholic Military Ordinate of Canada	1,200	2,200
Ronald Mcdonald House/Pediatric Oncology	3,300	-
St. Vlator's Parish	1,300	1,300
Samaritan House	2,479	2,231
Southwest Horizon School Division Foundation	5,000	-
Southwest Manitoba Regional Foundation	-	2,600
The John Howard Society	2,700	-
The Lung Association	20	-
The United Church of Canada	159	-
Thompson Homeless Shelter	100	-
Viriden and Area Food Cupboard	2,535	-
Viriden Area Foundation Inc.	-	2,600
Viriden & Community Daycare Centre	-	1,200
Westman & Area Traditional Christmas Dinner	600	-
Westman Dreams for Kids Foundation Inc.	2,500	-
Westman Hospice	125	-
Wounded Warriors Canada	260	-
Youth for Christ	2,600	2,600
Youth in Philanthropy	5,000	-
YMCA	1,000	-
Other Charities	110	8,916
	\$ 86,422	\$ 61,555

15. Prior Year Figures

The prior year figures have been adjusted to conform with current year presentation.

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## United Way of Brandon & District Notes to Financial Statements

March 31, 2020

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### 16. Subsequent Events

Subsequent to year end, the impact of COVID-19 in Canada and on the global economy increased significantly. As the impacts of COVID-19 continue, there could be further impacts on the organization, its funders and donors. Management is actively monitoring the affect on its financial condition, liquidity, operations, suppliers, industry and workforce. As a result, management anticipates a temporary decline in donation and fundraising revenue and has postponed a number of its essential fundraisers. At this time, the full potential impact of COVID-19 on the organization is not known.

United Way of Brandon & District  
Schedule 1 - Consolidated Schedule of Expenses

For the year ended March 31	2020	2019
Allocations to donor designations (Note 14)	\$ 86,422	\$ 61,555
Allocations to multi year funding (Note 13)	499,450	674,542
Amortization	3,890	3,057
Coats for Kids	7,480	9,486
Community Emergency Response	44,624	1,000
Direct mail	490	2,340
Equipment maintenance	-	342
Insurance	2,249	4,362
Meeting and travel	1,841	1,697
Occupancy costs	22,964	28,523
Other administrative costs	6,739	8,884
Other direct fundraising costs	630	1,351
Other direct program costs	10,887	9,639
Postage	1,202	1,119
Premium payment for donated life insurance policies	1,547	1,609
Printing material	7,530	8,290
Professional development and training	4,277	6,749
Professional fees	14,518	8,654
Promotion and publicity	7,859	10,042
Recruitment	1,023	1,071
Salaries and benefits	177,144	214,088
Special events	34,769	41,011
Supplies	2,551	4,676
Telephone	34,935	30,845
Tools for Schools	5,545	5,039
United Way - Centraide dues	7,678	9,231
	<u>\$ 988,244</u>	<u>\$ 1,149,202</u>



United Way of Brandon & District  
Schedule 2 - General Management and Administration Expenses

For the year ended March 31	2020	2019
General and Administrative		
Amortization	\$ 3,890	\$ 3,057
Insurance	1,221	1,801
Meeting and travel	1,106	1,099
Occupancy costs	10,276	12,794
Other administrative costs	6,739	8,884
Postage	1,202	1,119
Premium payment - donated life insurance policies	1,547	1,609
Printing material	1,971	1,963
Professional fees	7,264	4,110
Professional development and training	2,832	2,897
Promotion and publicity	1,383	1,404
Salaries and benefits	76,835	98,526
Special events	9,320	7,667
Supplies	960	1,885
Telephone	2,013	2,578
<b>Total general management and administration expenses before allocation</b>	<b>128,559</b>	<b>151,393</b>
Allocation to fundraising expense (Schedule 3)	77,135	90,836
Allocation to program expenses (Schedule 4)	51,424	60,557
<b>Total general management and administration expenses after allocation to other programs</b>	<b>\$ -</b>	<b>\$ -</b>

United Way of Brandon & District  
Schedule 3 - Fundraising Expenses

For the year ended March 31	2020	2019
Fundraising		
Direct mail	\$ 356	\$ 2,232
Equipment maintenance	-	342
Insurance	705	2,269
Meeting and travel	735	598
Occupancy costs	10,276	12,794
Other direct fundraising costs	630	1,351
Printing material	5,225	5,418
Professional development and training	1,387	3,502
Professional fees	7,254	4,025
Promotion and publicity	6,476	8,638
Salaries and benefits	72,343	93,821
Special events	25,449	33,344
Supplies	735	1,632
Telephone	3,337	2,353
Total direct fundraising expenses	134,908	172,319
Allocation of general management and administration expenses (Schedule 2)	77,135	90,836
Total fundraising expenses	\$ 212,043	\$ 263,155

United Way of Brandon & District  
Schedule 4 - Program Expenses

For the year ended March 31	2020	2019
Program		
Allocations to donor designations	\$ 90,035	\$ 67,286
Allocation to United Way - Centraide Health Partners	<u>(3,614)</u>	<u>(5,731)</u>
Net Allocations to donor designations (Note 14)	86,421	61,555
Allocations to multi year funding (Note 13)	<u>499,450</u>	<u>674,542</u>
Total allocation and designation expenses	<u>585,871</u>	<u>736,097</u>
Program Expenses		
Direct mail	134	108
Coats for Kids	7,480	9,486
Community Emergency Response	44,624	1,000
Insurance	323	292
Occupancy costs	2,412	2,935
Other direct program costs	10,887	9,639
Printing material	334	909
Professional development and training	58	350
Professional fees	-	519
Recruitment	1,023	1,071
Salaries and benefits	27,968	21,741
Supplies	856	1,159
Telephone and website	29,585	25,914
Tools for Schools	5,545	5,039
United Way - Centraide dues	<u>7,678</u>	<u>9,231</u>
Total direct program expenses	138,907	89,393
Allocation of general management and administration expenses (Schedule 2)	<u>51,424</u>	<u>60,557</u>
Total United Way of Brandon & District program expenses	<u>190,331</u>	<u>149,950</u>
Total program expenses	<u>\$ 776,202</u>	<u>\$ 886,047</u>