

United Way of Brandon & District
Financial Statements
For the Year Ended March 31, 2022

United Way of Brandon & District
Financial Statements
For the Year Ended March 31, 2022

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Independent Auditor's Report

To the Directors of United Way of Brandon & District

Qualified Opinion

We have audited the financial statements of United Way of Brandon & District (the Entity), which comprise the statement of financial position as at March 31, 2022, 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 Entity as at March 31, 2022, 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 Entity 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 Entity. 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 years ended March 31, 2022 and 2021, current assets as at March 31, 2022 and 2021, and net assets as at April 1 and March 31, for both the 2021 and 2022 years. Our audit opinion on the financial statements for the period ended March 31, 2021 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 Entity 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 Entity'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 Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity'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 Entity'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 Entity'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 Entity 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, 2022

United Way of Brandon & District Statement of Financial Position

For the year ended March 31	2022	2021
Assets		
Current		
Cash	\$ 492,826	\$ 662,373
Accounts receivable (Note 2)	196,878	98,776
Inventory	3,351	3,351
Prepaid expenses	7,879	6,728
	700,934	771,228
Long-term investments (Note 3)	940,386	889,567
Tangible capital assets (Note 4)	22,911	10,718
Donated life insurance assets (Note 8)	12,260	13,664
	\$ 1,676,491	\$ 1,685,177
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 31,120	\$ 33,159
Deferred revenue (Note 5)	23,466	133,162
Donor designations	101,930	98,734
Fund distribution payable	444,724	500,283
Deferred donated life insurance revenue (Note 8)	12,260	13,664
	613,500	779,002
Net Assets		
Internally Restricted Community Response (Note 9)	11,144	41,204
Internally Restricted for Coats for Kids (Note 9)	(7,737)	(4,232)
Invested in Capital Assets (Note 9)	15,437	5,318
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)	103,682	(25,923)
Internally Restricted for Programs (Note 9)	13,754	13,754
Internally Restricted for Tomorrow Fund (Note 9)	848,061	797,404
	1,062,991	906,175
	\$ 1,676,491	\$ 1,685,177

Commitments (Note 6)

On behalf of the Board:

_____ Director

United Way of Brandon & District Statement of Operations

For the year ended March 31	2022	2021
Revenue		
Donation revenue	\$ 653,634	\$ 750,269
Funds transferred to United Way - Centraide Health Partners	(1,070)	(1,070)
	<u>652,564</u>	<u>749,199</u>
Gross campaign revenue	652,564	749,199
Uncollectible pledges/recovery	11,945	(40,560)
	<u>664,509</u>	<u>708,639</u>
Net campaign revenue	664,509	708,639
Relief funding	25,246	472,548
Province of Manitoba	374,440	171,594
Interest income	29,075	29,361
Holiday hamper	-	33,443
Investment income (loss)	6,752	121,073
Sponsorship and fundraising	10,311	15,137
Grant revenue	64,646	5,457
Other revenue	11,000	25,799
Loss on disposal of securities	-	(30,574)
	<u>1,185,979</u>	<u>1,552,477</u>
Total Revenue	1,185,979	1,552,477
	<u>1,029,163</u>	<u>1,511,720</u>
Total Expenses - Schedule 1	1,029,163	1,511,720
Excess of revenues over expenses	\$ 156,816	\$ 40,757

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	Total 2022	Total 2021
Balance, beginning of the year	\$ 41,204	\$ (4,232)	\$ 5,318	\$ 57,429	\$ 21,221	\$ (25,923)	\$ 13,754	\$ 797,404	\$ 906,175	\$ 865,418
Excess of revenues over expenses	(30,060)	(3,505)	(6,413)	-	-	171,137	-	25,657	156,816	40,757
Interfund transfers	-	-	16,532	-	-	(41,532)	-	25,000	-	-
Balance, end of the year	\$ 11,144	\$ (7,737)	\$ 15,437	\$ 57,429	\$ 21,221	\$ 103,682	\$ 13,754	\$ 848,061	\$1,062,991	\$ 906,175

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	2022	2021
Cash flows from operating activities		
Excess (deficiency) of revenues over expenses	\$ 156,816	\$ 40,757
Items not affecting cash:		
Amortization of capital assets	9,392	3,723
Unrealized (gain) loss on long term investments	(6,682)	(121,006)
Donated shares	-	19,977
	<u>159,526</u>	<u>(56,549)</u>
Changes in non-cash working capital:		
Accounts receivable	(98,097)	107,869
Inventories	-	(3,351)
Prepaid expenses	(1,152)	3,056
Accounts payable and accrued liabilities	(2,040)	(1,450)
Deferred contributions	(109,696)	(37,544)
Donor designations	3,194	35,251
Fund distribution payable	(55,560)	-
	<u>(103,825)</u>	<u>47,282</u>
Cash flows from investing activities		
Purchase of investments	(44,137)	(32,442)
Proceeds on disposal of investments	-	48,878
Acquisition of capital assets	(21,585)	(2,945)
	<u>(65,722)</u>	<u>13,491</u>
Net (decrease) increase in cash	(169,547)	60,773
Cash, beginning of the year	<u>662,373</u>	<u>601,600</u>
Cash, end of the year	<u>\$ 492,826</u>	<u>\$ 662,373</u>

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

United Way of Brandon & District

Notes to Financial Statements

March 31, 2022

1. Significant Accounting Policies

Nature and Purpose of Organization	<p>The United Way of Brandon & District is a not-for-profit organization whose 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 & District serves Brandon and the surrounding area.</p> <p>The United Way of Brandon & District is a charitable organization, and as such, is exempt from income tax on its earnings under Section 149(1) 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 & 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. Restricted contributions of grant money received for the purchase of capital assets are recognized in income on the same basis as the related capital assets are amortized. 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 & 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>

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

1. Significant Accounting Policies (continued)

Financial Instruments

Financial instruments are recorded at fair value at initial recognition.

In subsequent periods, financial instruments not quoted in an active market which are not subject to significant influence are reported at cost or amortized cost less impairment. Portfolio investments quoted in an active market are measured at fair value. Changes in fair value of these portfolio investments are recognized in net income in the period incurred. 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.

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

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.

Contributed Materials Contributed materials which are used in the normal course of the Entity's operations and would otherwise have been purchased are recorded at their fair value at the date of contribution.

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

2. Accounts Receivable

	2022	2021
Campaign pledges	\$ 166,069	\$ 138,167
Grant receivable	57,376	6,552
Allowance for doubtful accounts	(30,000)	(50,000)
	193,445	94,719
GST	1,463	1,111
Trade	1,970	2,946
	\$ 196,878	\$ 98,776

3. Investments

The carrying amounts of investments are comprised of the following:

	2022	2021
Guaranteed Investment Certificate, maturing December 2022, with an interest rate of 1.350%	\$ 90,376	\$ 90,284
At cost:		
Equity in Westman Communications Group	1,949	1,879
At fair value:		
Portfolio of marketable securities, with a cost base of \$821,192 (2021 - \$777,234)	848,061	797,404
	\$ 940,386	\$ 889,567

4. Tangible Capital Assets

	2022		2021	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Furniture and Equipment	\$ 30,631	\$ 22,373	\$ 26,841	\$ 20,309
Computer Equipment	52,215	37,562	34,421	30,235
	82,846	59,935	61,262	50,544
	\$ 22,911		\$ 10,718	

United Way of Brandon & District
Notes to Financial Statements

March 31, 2022

5. Deferred Revenue

Changes in the deferred revenue balance are as follows:

	<u>2022</u>	<u>2021</u>
Beginning balance	\$ 133,162	\$ 170,706
Less: amounts recognized as revenue in the year	(118,600)	(165,306)
Add: amounts received related to expenses of a subsequent period	<u>8,904</u>	<u>127,762</u>
Ending balance	<u>\$ 23,466</u>	<u>\$ 133,162</u>

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

6. Other Commitments

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

	2023	\$	38,614
	2024		38,678
	2025		39,423
	2026		40,168
	2027		3,353
			\$ 160,236

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:

	2021	2020
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 (2021 - one life insurance policy). The Entity issues charity receipts to the individuals registered under the life insurance policy for the amount of the annual premiums. The Entity is then entitled to an estimated future benefit from the insurance policy as follows:

	2022	2021
Current cash value	\$ 12,260	\$ 13,664
Estimated term benefit	90,000	90,000
	\$ 102,260	\$ 103,664

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

9. Restrictions on Net Assets

The Entity 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 Internally Restricted 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 Entity 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 Internally Restricted for Coats for Kids 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.

Capital Assets

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

Operating Contingencies

The purpose of the Internally Restricted for Operating Contingencies is to support the sustainability of long-term funding for the Entity'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 Internally Restricted for Equipment and Software Purchases 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 Internally Restricted Tomorrow Fund 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.

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

9. Restrictions on Net Assets (continued)

Community/Unrestricted

The Community/Unrestricted Net Assets 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 Internally Restricted for Programs 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.

10. Financial Instruments

The Entity, as part of its operations, carries a number of financial instruments. It is management's opinion that the Entity 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 related 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. Deposits are only insured up to \$100,000.

Since March 2020, 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 continue to impact the amount of multi-year funding that the Entity is able to provide in the future. The full impact cannot be assessed at this time.

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

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

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

of its accounts payable.

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

10. Financial Instruments (continued)

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.

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 United Way of Brandon & District's portfolio investments expose the Entity to other price risk, as such investments are subject to price changes in the open market. The Entity does not use derivative financial instruments to alter the effects of this risk.

Since March 2020, COVID-19 has had significant effect on the financial markets. The Entity's investments in marketable securities (see Note 3) measured at fair value are reported in these financial statements at their values on March 31, 2022. While the year end value of investments shows a recovery in market value over the prior year, the extent of any future impact on the Entity's investments or operations as a result of COVID-19 is unknown.

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

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

11. Allocations to Multi Year Funding

	2022	2021
7th Street Benevolent Fund	\$ 10,000	\$ -
Big Brothers & Sisters of Brandon	10,000	10,000
Brandon Learning Disabilities Association	15,000	20,000
Brandon and Area Youth for Christ	21,000	20,000
Brandon Literacy Council	15,485	15,000
Brandon Regional Health Centre Foundation Inc. (SPIN)	10,000	10,000
Brandon School Division - Youth Revolution	-	10,000
Brandon's Food for Thought	24,000	20,000
Canadian Diabetes Association	-	5,000
Canadian Red Cross	-	12,000
Child & Family Services of Western Manitoba	32,500	32,500
COR Enterprises	20,000	20,000
CNIB	20,000	20,000
Family Visions - Meal Plan	11,500	7,300
Helping Hands Soup Kitchen	24,000	23,400
Inclusion Westman	-	7,500
Mood Disorders Association of Canada	10,000	7,500
MS Society Westman Chapter	-	10,000
Parkinson Society of MB	-	11,000
St. John Council for Manitoba	489	7,500
Samaritan House Ministries	21,750	17,750
Sexuality Education Resource Centre	6,500	13,000
Society of Manitobans with Disabilities	-	7,500
The Counselling Centre	30,000	30,000
The John Howard Society	47,500	30,000
The Women's Resource Centre	51,500	27,500
Westman Aphasia Project	12,000	10,000
Westman Immigrant Services	10,000	20,000
YMCA of Brandon	34,000	30,000
YWCA	-	45,000
	<u>\$ 437,224</u>	<u>\$ 499,450</u>

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

12. Allocations to Donor Designations

	2022	2021
Addictions Foundation of Manitoba	\$ 3,000	\$ 3,000
ALS Society of Manitoba	20	20
Alzheimer Society of Waterloo Wellington	250	250
Alzheimer Society of Manitoba	5	5
Autism Society of Manitoba Inc.	20	20
Bear Clan Patrol Inc.	1,100	1,100
Big Brothers & Sisters of Brandon Association	5,125	5,125
Birtle & District Foundation	3,000	3,000
Brandon Festival of the arts	150	150
Brandon Firefighters Charity Fund	104	104
Brandon Food for Thought	200	200
Brandon Friendship Centre	48	48
Brandon Humane Society	400	400
Brandon Regional Health Care Foundation	4,412	4,412
BRHA Foundation - Murray House	200	200
Canadian Cancer Society of Westman	320	320
Canadian Dermatology Foundation	50	50
Canadian Diabetes Association	5,000	5,000
Canadian Mental Health Association	3,000	3,000
Canadian Red Cross Society	1,600	1,600
Cardale United Church	500	500
Cartwright & Area Foundation	130	130
Child & Family Services	3,000	3,000
Children's Hospital Foundation of Manitoba	3,000	3,000
Christman Cheer Registry	200	200
Club House Committee - Town of Souris	750	750
CNIB	20	20
Coats for kids	5,600	5,600
Dauphin & District Community Food Bank	390	390
Doctors Without Borders	100	100
Elkhorn & Area Foundation	3,000	3,000
Funds for Furry Friends	578	578
Habitat for Humanity Brandon	100	100
Heart and Stroke Foundation	5	5
Helping Hands	1,500	1,500
Manitoba Cultural Society of the Deaf	100	100
Manitoba League of Persons with Disabilities Inc.	125	125
Mennonite Central Committee Manitoba Inc.	240	240
Mood Disorder Association of Manitoba	3,200	3,200
MS Society (Westman Chapter)	20	20
Nature Conservancy of Canada	100	100
Oak Lake & Area Foundation	3,000	3,000
Parish of Our Lady of Shilo	500	500
PPCLI Foundation	340	340
Reston and Area Foundation Inc.	3,000	3,000
Rock Lack United Church Camp	100	100
Ronald Mcdonald House/Pediatric Oncology	3,000	3,000
St. Augustine Roman Catholic Church	1,000	1,000
St. Viator's Parish	1,950	1,950
Samaritan House	9,500	9,500
Southwest Horizon School Division Foundation	3,000	3,000

United Way of Brandon & District Notes to Financial Statements

March 31, 2022

12. Allocations to Donor Designations (continued)

The Counselling Centre	5	5
The John Howard Society	5,200	5,200
The Michael J. Fox Foundation	26	26
Tools for Schools	3,110	3,110
United Way Brandon Operations	31,125	32,594
Villages Early Learning Centre	600	600
Virden and Area Food Cupboard	5,000	5,000
Virden Area Foundation Inc.	3,000	3,000
Westman Dreams for Kids Foundation Inc.	3,500	3,500
Women's Resource Centre	5,000	5,000
Youth for Christ	2,793	2,792
Youth in Philanthropy	5,000	5,000
YMCA	-	1,000
	<u>1,000</u>	<u>-</u>
	<u>\$ 141,411</u>	<u>\$ 142,879</u>

13. Financial Uncertainty Related to COVID-19

Throughout the year, the impact of COVID-19 in Canada and on the global economy has continued. As the impacts of COVID-19 continue, there could be further impacts on the Entity, 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 Entity is not known.

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

For the year ended March 31	2022	2021
Allocations to donor designations (Note 12)	\$ 141,411	\$ 142,879
Allocations to multi year funding (Note 11)	437,224	499,450
Amortization	9,392	3,723
Centrally coordinated camp fee	6,084	7,661
Coats for Kids	8,505	6,734
Community Emergency Response	30,060	28,252
Direct mail	454	1,487
Equipment maintenance	80	-
Holiday hampers	2,106	23,584
Insurance	2,613	2,538
Meeting and travel	1,376	919
Occupancy costs	29,160	23,009
Office painting and decorations	-	5,238
Other administrative costs	5,146	3,644
Other direct fundraising costs	1,461	1,320
Other direct program costs	21,460	8,591
Postage	133	901
Printing material	4,946	6,230
Professional development and training	8,667	549
Professional fees	19,333	11,250
Promotion and publicity	5,983	7,701
Recruitment	883	439
Relief	24,892	456,075
Salaries and benefits	211,692	199,429
Special events	6,225	12,195
Supplies	2,940	2,507
Telephone	22,183	34,061
Tools for Schools	11,273	13,950
United Way - Centraide dues	13,481	7,404
	<u>\$ 1,029,163</u>	<u>\$ 1,511,720</u>

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

For the year ended March 31	2022	2021
General and Administrative		
Amortization	\$ 9,392	\$ 3,723
Insurance	1,531	1,515
Meeting and travel	978	870
Occupancy costs	11,077	9,437
Office painting and decorations	-	5,238
Other administrative costs	5,146	3,644
Postage	133	901
Printing material	952	2,175
Professional fees	9,618	5,490
Professional development and training	820	334
Promotion and publicity	342	1,394
Salaries and benefits	83,361	87,670
Special events	-	6,549
Supplies	1,279	1,108
Telephone	2,521	1,850
Total general management and administration expenses before allocation	127,150	131,898
Allocation to fundraising expense (Schedule 3)	76,290	79,139
Allocation to program expenses (Schedule 4)	50,860	52,759
Total general management and administration expenses after allocation to other programs	\$ -	\$ -

United Way of Brandon & District
Schedule 3 - Fundraising Expenses

For the year ended March 31	2022	2021
Fundraising		
Direct mail	\$ 422	\$ 1,401
Equipment maintenance	80	-
Insurance	649	675
Meeting and travel	398	49
Occupancy costs	11,077	11,350
Other direct fundraising costs	1,461	1,320
Printing material	3,478	3,534
Professional development and training	7,847	165
Professional fees	9,615	5,760
Promotion and publicity	5,641	6,307
Salaries and benefits	81,658	83,556
Special events	6,225	5,646
Supplies	1,084	1,043
Centrally coordinated camp fee	6,084	7,661
Telephone	2,604	1,848
	<hr/>	<hr/>
Total direct fundraising expenses	138,323	130,315
Allocation of general management and administration expenses (Schedule 2)	76,290	79,139
	<hr/>	<hr/>
Total fundraising expenses	<u>\$ 214,613</u>	<u>\$ 209,454</u>

United Way of Brandon & District
Schedule 4 - Program Expenses

For the year ended March 31	2022	2021
Program		
Allocations to donor designations	\$ 142,481	\$ 143,949
Allocation to United Way - Centraide Health Partners	(1,070)	(1,070)
Net Allocations to donor designations (Note 14)	141,411	142,879
Allocations to multi year funding (Note 13)	437,224	499,450
Total allocation and designation expenses	578,635	642,329
Program Expenses		
Direct mail	32	86
Coats for Kids	8,505	6,734
Community Emergency Response	30,060	28,252
Holiday hampers	2,106	23,584
Insurance	433	348
Occupancy costs	7,006	2,222
Other direct program costs	21,460	8,591
Printing material	516	521
Professional development and training	-	50
Professional fees	100	-
Recruitment	883	439
Relief	24,892	456,075
Salaries and benefits	46,673	28,203
Supplies	577	356
Telephone and website	17,058	30,363
Tools for Schools	11,273	13,950
United Way - Centraide dues	13,481	7,404
Total direct program expenses	185,055	607,178
Allocation of general management and administration expenses (Schedule 2)	50,860	52,759
Total United Way of Brandon & District program expenses	235,915	659,937
Total program expenses	\$ 814,550	\$ 1,302,266