Financial Statements of

UNITED WAY OF KFL&A

Year ended December 31, 2017

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INDEPENDENT AUDITORS' REPORT

To the Members of United Way of KFL&A

We have audited the accompanying financial statements of United Way of KFL&A, which comprise the statement of financial position as at December 31, 2017, the statements of operations, changes in net assets and cash flows for the year then ended, and notes, comprising 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.

Auditors' 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 our 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, we consider 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.

KPMG

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

Basis for Qualified Opinion

In common with many charitable organizations, United Way of KFL&A 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 the entity and we were not able to determine whether, as at and for the years ended December 31, 2016 and December 31, 2017, any adjustments might be necessary to campaign revenue, excess of revenue over expenses, current assets and changes in net assets.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of United Way of KFL&A as at December 31, 2017, and its results of operations and its cash flows for the year then ended, in accordance with Canadian accounting standards for not-for-profit organizations.

KPMG LLP

Chartered Professional Accountants, Licensed Public Accountants

Kingston, Canada

April 19, 2018

UNITED WAY OF KFL&A

Statement of Financial Position

December 31, 2017, with comparative information for 2016

	2017	2016
Assets		
Current assets:		
Cash	$ 1,060,259	$ 2,141,927
Short-term investments (note 2)	1,003,750	244,987
Pledges receivable (note 3)	297,409	162,432
Accounts receivable	36,298	48,896
Prepaid expenses	9,822	9,834
	2,407,538	2,608,076
Long-term investments (note 4)	3,518,939	1,244,607
Capital assets (note 5)	43,459	44,871
	$ 5,969,936	$ 3,897,554
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued liabilities (note 6)	$ 646,672	$ 500,552
Monies held in trust (note 7)	15,390	205,286
Deferred contributions non-campaign	56,258	59,188
Deferred campaign revenue	2,149,285	1,642,842
	2,867,605	2,407,868
Net assets:		
Invested in 417 Bagot Group (note 4)	408,536	404,012
Invested in capital assets (note 8)	43,459	44,871
Reserves (note 9)	460,000	295,000
Endowments	1,958,253	601,122
Unrestricted	232,083	144,681
	3,102,331	1,489,686
Commitments (note 11)		
	$ 5,969,936	$ 3,897,554

See accompanying notes to financial statements.

On behalf of the Board of Directors:

_______________ Director   _______________ Director

UNITED WAY OF KFL&A

Statement of Operations

Year ended December 31, 2017, with comparative information for 2016

	2017	2016
Revenue:		
Campaign revenue	$ 3,317,323	$ 3,465,351
Funds transferred from other United Ways	11,592	16,997
Funds transferred to other United Ways	(20,203)	(25,263)
Community special events	137,697	108,008
Kingston Penitentiary tours	800,000	322,421
Gross campaign revenue	4,246,409	3,887,514
Pledge recovery (loss) (note 10)	1,351	(67,851)
Net campaign revenue	4,247,760	3,819,663
Homelessness partnership strategy grant	263,208	176,618
Unrealized gain on investments	31,519	44,273
Realized loss on investments	–	(14,766)
Investment income	43,696	55,519
Donations and other revenue (including grants)	267,226	211,076
	4,853,409	4,292,383
Expenses:		
Allocations and programs:		
Program grants	1,821,502	1,839,592
Distributions and Community Programs and Services (schedule 1)	342,035	292,243
United Way Community Impact Initiatives	269,686	350,869
Donor choice designations	397,626	443,252
Homelessness partnership strategy grants	232,265	141,247
United Way dues and shared costs	32,682	36,382
Youth Homelessness	866,893	357,078
	3,962,689	3,460,663
Operations:		
Fundraising (schedule 1)	554,763	584,014
Community special events	64,562	66,417
Investment management fee	20,405	7,194
	4,602,419	4,118,288
Excess of revenue over expenses before the undernoted	250,990	174,095
Income (loss) from joint venture	4,524	(1,259)
Excess of revenue over expenses	$ 255,514	$ 172,836

See accompanying notes to financial statements.

UNITED WAY OF KFL&A

Statement of Changes in Net Assets

Year ended December 31, 2017, with comparative information for 2016

	Invested in 417 Bagot Group	Invested in capital assets	Reserves	Restricted for endowments	Unrestricted	2017 Total	2016 Total
	(note 4(a))	(note 8)	(note 9)	(note 17)			
Balance, beginning of year	$ 404,012	$ 44,871	$ 295,000	$ 601,122	$ 144,681	$ 1,489,686	$ 1,315,350
Excess of revenue over expenses (expenses over revenue)	4,524	(15,973)	–	–	266,963	255,514	172,836
Net change in investment in capital assets	–	14,561	–	–	(14,561)	–	–
Endowment contributions	–	–	–	1,357,131	–	1,357,131	1,500
Interfund transfer	–	–	165,000	–	(165,000)	–	–
Balance, end of year	$ 408,536	$ 43,459	$ 460,000	$ 1,958,253	$ 232,083	$ 3,102,331	$ 1,489,686

See accompanying notes to financial statements.

UNITED WAY OF KFL&A

Statement of Cash Flows

Year ended December 31, 2017, with comparative information for 2016

	2017	2016
Cash provided by (used for):		
Operating expenses:		
Excess of revenue over expenses	$ 255,514	$ 172,836
Item which does not involve cash:		
Amortization of capital assets	15,973	21,736
Change in non-cash working capital:		
Pledges receivable	(134,977)	74,060
Accounts receivable	12,598	27,440
Prepaid expenses	12	4,785
Accounts payable and accrued liabilities	146,120	(207,637)
Monies held in trust	(189,896)	5,000
Deferred contributions non-campaign	(2,930)	33,688
Deferred campaign revenue	506,443	177,628
	608,857	309,536
Financing activities:		
Endowment contributions	1,357,131	1,500
Investing activities:		
Purchase of capital assets	(14,561)	–
Decrease (increase) in long-term investments	(2,274,332)	771,010
	(2,288,893)	771,010
Increase (decrease) in cash	(322,905)	1,082,046
Cash, beginning of year	2,386,914	1,304,868
Cash, end of year	$ 2,064,009	$ 2,386,914
Represented by:		
Cash in bank	$ 895,716	$ 1,278,083
Short-term investments	1,003,750	244,987
Cash in long-term investments	164,543	863,844
Cash, end of year	$ 2,064,009	$ 2,386,914

See accompanying notes to financial statements.

United Way of KFL&A is a not-for-profit organization incorporated without share capital under the laws of Ontario. United Way of KFL&A's services are provided to the Kingston, Frontenac, Lennox & Addington community. United Way of KFL&A is a registered charity under the Income Tax Act (Canada) and accordingly is exempt from income taxes, provided certain requirements of the Income Tax Act (Canada) are met.

United Way of KFL&A's mission is to build and strengthen the community by bringing people and resources together to facilitate change. United Way of KFL&A's vision is a future where people are self-sufficient in a community where individuals live with hope, dignity and a sense of belonging.

1. Significant accounting policies:

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations in Part III of CPA Canada Handbook – Accounting.

(a) Revenue recognition:

United Way of KFL&A uses the deferral method of accounting for contributions for not-for-profit organizations.

United Way of KFL&A conducts a public campaign for funds during the last quarter of each calendar year in order to fund programs and to identify and work on issues for the subsequent fiscal year. Accordingly, campaign revenue of the current year is deferred to the subsequent fiscal year. All allocations that are scheduled to be disbursed more than twelve months after the current year-end are financed from the subsequent year's campaign.

Pledges receivable at the end of the year reflect amounts outstanding from the preceding campaign, less an allowance for pledge losses. Allowances are provided for amounts estimated to be uncollectible. This policy conforms to that adopted by the majority of United Way organizations.

Other unrestricted contributions are recognized as revenue in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Primary sources of other unrestricted contributions recognized as revenue during the year are funds transferred to and from other United Ways, community special events and investment income.

Restricted contributions other than endowment contributions are recognized as revenue in the year in which the related expenses are recognized.

Endowment contributions are recognized as direct increases in endowment net assets.

Restricted investment income is recognized as revenue in the year in which the related expenses are recognized. Unrestricted investment income is recognized as revenue when earned.

1. **Significant accounting policies (continued):**

(b) Capital assets:

Purchased capital assets are recorded at cost. Contributed 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 an asset are capitalized. When a capital asset no longer contributes to United Way of KFL&A's ability to provide services, its carrying amount is written down to its residual value.

Capital assets are amortized using the following annual rates:

	Rate
Furniture and equipment	20% diminishing balance or 10 years straight-line basis
Telephone system	30% diminishing balance basis
Computer equipment	30% diminishing balance or 2 to 3 years straight-line basis
Computer software	2 to 5 years straight-line basis
Leasehold improvements	10 years straight-line basis

(c) Contributed services:

Volunteers contribute a substantial number of hours each year to assist United Way of KFL&A in carrying out its activities. Because of the difficulty of determining the fair value, contributions of such services are not recognized in the financial statements.

United Way of KFL&A receives gifts in kind from some donors, primarily for campaign costs of printing, supplies, advertising and public relations. These amounts are excluded from revenue and expenses.

(d) Use of estimates:

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the year. Actual results could differ from those estimates.

(e) Net asset reserves:

(i) Contingency Reserve:

There is a requirement for United Way of KFL&A to be fiscally responsible in its operations, which requires United Way of KFL&A to be in a position to meet outstanding obligations to staff and third parties under any unexpected circumstances. These funds are intended for contingency purposes, to be accessed only after formal approval of United Way of KFL&A's Board of Directors.

1. Significant accounting policies (continued):

(e) Net asset reserves (continued):

(ii) Endowment Reserve:

The endowment reserve is an Eternity Fund managed by the United Way of KFL&A Investment Committee and is externally restricted with the principal being preserved in perpetuity. The income earned from the Eternity Fund is internally restricted and is used to support essential programs ensuring donations to the Eternity Fund will benefit future generations.

(iii) Unrestricted Reserve:

This reserve is the cumulative surplus/deficit of United Way of KFL&A activities and it is up to the discretion of the United Way of KFL&A Board of Directors regarding the use of these funds.

(f) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. United Way of KFL&A has elected to subsequently carry all of its short-term investments and all of its long-term investments, excluding the investment in a joint venture, at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, United Way of KFL&A determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount United Way of KFL&A expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

2. Short-term investments:

	2017	2016
CIBC investment certificates (1.25% - 6.17%)	$ 1,003,750	$ 244,987

Short-term investments are invested in a manner to allow the organization to access funds for operational needs on short-term notice with minimal investment risk.

3. Pledges receivable:

	2017	2016
2016 Campaign	$ 348,092	$ –
2015 Campaign	7,317	219,159
2014 Campaign	–	3,273
Less allowance for pledge losses	(58,000)	(60,000)
	$ 297,409	$ 162,432

4. Long-term investments:

(a) Investment in 417 Bagot Group:

United Way of KFL&A has a one-half interest in a joint venture, the 417 Bagot Group ("Group"), together with another agency (Resolve Counselling Services Canada) to own and manage the building in which the two agencies carry on their operations. The investment in the joint venture is recorded on the equity basis which reflects the net income or loss of the Group for the year ended December 31, 2017. The following information represents United Way of KFL&A's proportionate share of the assets, liabilities, revenue, expenses, excess of revenue over expenses and cash flows in this joint venture:

	2017	2016
Assets		
Cash	$ 36,822	$ 19,285
Accounts receivable	1,469	3,639
Capital assets	403,753	420,376
	$ 442,044	$ 443,300

4. Long-term investments:

(a) Investment in 417 Bagot Group (continued):

		2017		2016
Liabilities and Co-tenants' Capital				
Accounts payable and accrued liabilities	$	6,815	$	4,583
Current portion of long-term debt		8,385		8,013
Due to related parties		625		625
Long-term debt		115,723		124,107
Co-tenant's capital		310,496		305,972
	$	442,044	$	443,300

Excess of revenue over expenses (expenses over revenue):

		2017		2016
Revenue	$	71,747	$	68,306
Expenses		67,223		69,565
	$	4,524	$	(1,259)

Cash provided by (used in):

		2017		2016
Operating activities	$	25,549	$	13,798
Financing activities		(8,012)		(7,657)
Investing activities		–		(36,318)

There are no significant differences in accounting policies between 417 Bagot Group and United Way of KFL&A. The amount reported as long-term investment on the Statement of Financial Position is determined as follows:

		2017		2016
Contributions since commencement	$	146,086	$	146,086
Gain in earnings since commencement		84,987		80,463
Reallocation of co-tenants' capital up to one-half share		101,960		101,960
Payment of market value in excess of book value for one-third share up to one-half share		98,040		98,040
Major repairs funded by the replacement reserve		(22,537)		(22,537)
	$	408,536	$	404,012

4. Long-term investments:

(a) Investment in 417 Bagot Group (continued):

The two participants in the joint venture are jointly and severally liable for a loan. As at December 31, 2017, the principal balance of the loan in aggregate is $248,215 (2016 - $264,238).

(b) Financial investments:

		2017		2016
Mutual funds and equities, bonds and investment certificates	$	984,154	$	106,824
Endowment fund investments held with CIBC Wood Gundy		2,126,249		733,771
	$	3,110,403	$	840,595

As per the United Way of KFL&A's Investment Policy, short-term needs require short-term solutions, such as cash accounts (extremely liquid cash) or low risk fixed income type of investments. Longer term needs, may allow time to invest in equities, which generally have higher short-term risks but better long-term growth potential.

Unrestricted reserves are to be invested in a manner that when needed, the investments can be converted to cash on short-term notice with minimal investment risk.

Restricted reserves may be invested in longer term investments to grow the investment pool by at least the annual rate of inflation.

Endowment Fund investments will follow the investment strategy as per the Investment Policy of the United Way of KFL&A.

5. Capital assets:

		Cost		Accumulated amortization		2017 Net book value		2016 Net book value
Furniture and equipment	$	79,042		74,899	$	4,143	$	5,179
Telephone system		43,537		41,382		2,155		3,079
Computer equipment		169,450		149,030		20,420		29,026
Computer software		91,596		74,855		16,741		7,587
Leasehold improvements		8,999		8,999		–		–
	$	392,624	$	349,165	$	43,459	$	44,871

Cost and accumulated amortization of capital assets at December 31, 2016 amounted to $378,063 and $333,192, respectively.

6. Accounts payable and accrued liabilities:

	2017	2016
Accounts payable and accrued liabilities	$ 121,570	$ 92,112
Donor designations	163,686	404,523
Grants payable	361,416	3,917
	$ 646,672	$ 500,552

Included in accounts payable and accrued liabilities are government remittances payable of $6,333 (2016 - $6,774), which includes amounts payable for payroll-related taxes.

7. Monies held in trust:

In 2007, United Way of KFL&A entered into a contract with the Corporation of the City of Kingston (the "City") to provide services, on a trust basis, to administer the Healthy Community Fund. The services include:

(a) administration of the Healthy Community Fund application process;

(b) determination and approval of grants from the Healthy Community Fund;

(c) contracting with successful applicants as an agent of the City; and

(d) issuing approved grants and tracking fulfillment of conditions of each grant.

	2017	2016
Opening balance	$ 205,286	$ 200,286
Receipts	–	190,000
Disbursements	(189,896)	(185,000)
Ending balance	$ 15,390	$ 205,286

8. Invested in capital assets:

(a) Investment in capital assets is calculated as follows:

	2017	2016
Capital assets	$ 43,459	$ 44,871

(b) Change in net assets invested in capital assets is calculated as follows:

	2017	2016
Excess of expenses over revenue:		
Amortization of capital assets	$ (15,973)	$ (21,736)
Net change in investment in capital assets:		
Purchase of capital assets	$ 14,561	$ –

9. Reserves:

Reserves consist of:

	2017	2016
Contingency Reserve Fund	$ 130,000	$ 130,000
Youth Homelessness	330,000	165,000
Balance, December 31	$ 460,000	$ 295,000

(a) Contingency Reserve Fund:

In accordance with policy, the balance in the reserve is to be maintained at a maximum of 10% of the operating budget or three months of payroll commitments, whichever is higher. Contingency reserve funds are intended for contingency purposes, to be accessed only after formal approval by United Way of KFL&A's Board of Directors.

(b) Youth Homelessness:

Using proceeds from the Kingston Penitentiary Tours, the Board of Directors passed a motion to set aside these funds to be spent in the area of youth homelessness. This reserve is internally restricted and is intended for the programs that support the plan to end youth homelessness.

10. Pledge loss:

		2017		2016
Pledge loss - current year campaign	$	(58,000)	$	(58,640)
Pledge recovery (loss) - relating to 2015 and earlier campaigns		59,351		(9,211)
	$	1,351	$	(67,851)

11. Commitments:

United Way of KFL&A has entered into a lease with the 417 Bagot Group, a related joint venture, for use of its premises at 417 Bagot Street, Kingston. Effective April 1, 2017, this lease requires monthly payments of $4,807 and has no pre-determined expiration date.

United Way of KFL&A also leases various office equipment under various leases.

The minimum annual lease payments on all existing lease agreements for the next five years are as follows:

2018	$	64,735
2019		63,429
2020		62,122
2021		61,658
2022		58,328
	$	310,272

12. Related party transactions:

United Way of KFL&A has a one-half interest in a joint venture, the 417 Bagot Group, as detailed in note 4 to these financial statements. United Way of KFL&A rents premises from the joint venture as disclosed in note 11.

These transactions are in the normal course of operations and are measured at the exchange amount, being the amount of consideration established and agreed to by the relevant party.

13. Employer-employee group plan:

United Way of KFL&A is a participant in a group registered retirement savings plan. United Way of KFL&A contributes, on behalf of each eligible employee, an amount equal to the employee's contribution to a maximum of 5% earnings. During the year, United Way of KFL&A expensed $32,081 (2016 - $38,892) under this group registered retirement savings plan arrangement.

14. Financial risks and concentration of risk:

As a result of holding financial instruments, United Way of KFL&A is exposed to investment risk, market risk, interest risk and credit risk. The following is a description of those risks and how United Way of KFL&A manages its exposure to them.

(a) Investment risk management:

Risk management relates to the understanding and active management of risks associated with all areas of the business and the associated operating environment. Investments are primarily exposed to interest rate and market risk. United Way of KFL&A mitigates these risks with an investment policy designated to limit exposure and concentration while achieving optimal return within reasonable risk tolerances.

(b) Market and interest rate risk:

The risks associated with the investments are the risks associated with the securities in which the funds are invested. The value of equity securities changes with stock market conditions, which are affected by general economic and market conditions. The value of securities will vary with developments within the specific entities which issue the securities. The value of fixed income securities will generally rise if interest rates fall and fall if interest rates rise. Changes in interest rates may also affect the value of equity securities.

(c) Credit risk:

Credit risk refers to the risk that a counterparty may default on its contractual obligations resulting in a financial loss. United Way of KFL&A is exposed to credit risk with respect to the pledges receivable, accounts receivable, short-term investments and certain of its long-term investments. United Way of KFL&A assesses, on a continuous basis, pledges receivable, accounts receivable, short-term investments and certain of its long-term investments and provides for any amounts that are not considered collectible. United Way of KFL&A has provided for certain pledges receivable as disclosed in note 3. United Way of KFL&A has determined that there is no impairment to the accounts receivable or the relevant investment balances as at December 31, 2017.

15. Re-allocation of administration expenses:

General management and administrative expenses are re-allocated between fundraising expenses, Distributions and community programs and services expenses, and Community impact initiatives expenses based on the organization's budget allocation at the beginning of the year in which the administrative expenses are incurred. This re-allocation is based on pro-rated staff time.

	2017	2016
Fundraising	43%	42%
Distributions and community programs and services	28%	25%
Community impact initiatives	29%	33%
	100%	100%

16. Transparency, accountability and financial reporting:

The United Way of KFL&A follows the reporting guidelines as outlined in its membership agreement with United Way of Canada – Centraide Canada. As part of these guidelines, each member calculates fundraising and allocation ratios. These ratios are summarized as follows:

	2017	2016
Fundraising ratio:		
Total revenue	$ 4,853,409	$ 4,292,383
Add: provision for uncollectable pledges	–	67,581
Less: recovery for collected pledges	(1,351)	–
Total revenue for fundraising	4,852,058	4,359,964
Direct fundraising including allocation of operating expenses (schedule 1)	554,763	584,014
Community special events	64,562	66,417
Total fundraising expenses	619,325	650,431
Fundraising ratio	12.8%	14.9%

17. Management of capital:

United Way of KFL&A defines its capital as the amounts included in its net assets.

Contributions restricted for endowment consist of externally restricted donations received by United Way of KFL&A. The endowment principal is required to be maintained intact. The investment income must be used in accordance with the various purposes established by the donors. United Way of KFL&A ensures, as part of its fiduciary responsibilities, that all funds received with a restricted purpose are expended for the purpose for which they were provided.

United Way of KFL&A manages the net asset structure and makes adjustments in light of changes in economic conditions and the risk characteristics of the underlying assets.

United Way of KFL&A's objective when managing capital is to safeguard its ability to sustain itself as a going concern so that it can continue to provide the appropriate level of benefits and services to its beneficiaries and stakeholders. A portion of United Way of KFL&A's capital is restricted in that the organization is required to meet certain requirements to utilize its externally and internally restricted net assets, as described in note 9 for Reserves. United Way of KFL&A has internal control processes to ensure that the restrictions are met prior to the utilization of these resources and has been in compliance with these restrictions throughout the year.

Management and the Board of Directors carefully considers fundraising campaigns, grants, sponsorship and investment income to ensure that sufficient funds will be available to meet United Way of KFL&A's short and long-term objectives.

United Way of KFL&A monitors its financial performance against an annual budget. In the event that revenue declines, United Way of KFL&A will budget for reduced distributions and reduced operational expenses.

18. Comparative information:

Certain comparative information has been reclassified to conform to the financial statement presentation adopted for the current year.

UNITED WAY OF KFL&A

Schedule 1 - Administration, Fundraising and United Way Community Investments Programs Expenses
Distributions and community programs and services

Year ended December 31, 2017, with comparative information for 2016

	Administration	Fundraising	Distributions and community programs and services	2017 Total	2016 Total
Direct costs:					
Salaries and benefits	$ 189,749	$ 327,000	$ 210,957	$ 727,706	$ 724,551
Other direct costs	112,587	85,205	26,014	223,806	192,756
	302,336	412,205	236,971	951,512	917,307
Amortization of capital assets	15,973	–	–	15,973	21,736
Occupancy costs	11,404	19,792	12,744	43,940	39,594
Total expenses before reallocation of administrative expenses and cost recovery	329,713	431,997	249,715	1,011,425	978,637
Reallocation of administrative expenses (note 15)	(329,713)	141,777	92,320	(95,616)	(85,235)
Cost recovery	–	(19,011)	–	(19,011)	(17,145)
Total expenses	$ –	$ 554,763	$ 342,035	$ 896,798	$ 876,257