

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Financial Statements**

**Year Ended March 31, 2024**

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

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**Year Ended March 31, 2024**

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*Chartered Professional Accountant*

1 Duffy Place  
St. John's, NL A1B 4M6  
(p) (709) 682-2307  
(e) nigel@nigelacose.ca

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## INDEPENDENT AUDITOR'S REPORT

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To the Board of Directors of UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

### *Qualified Opinion*

I have audited the financial statements of UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC. (the organization), which comprise the statement of financial position as at March 31, 2024, and 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 my opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of my report, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2024, and the results of its operations and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

### *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, I was not able to determine whether any adjustments might be necessary to campaign and other revenues, excess (deficiency) of revenues over expenses, and cash flows from operations for the year ended March 31, 2024, current assets and net assets as at March 31, 2024. My audit opinion on the financial statements for the year ended March 31, 2023 was modified accordingly because of the possible effects of this limitation of scope.

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

*(continues)*

Independent Auditor's Report to the Board of Directors of UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC. *(continued)*

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

My 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 my 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, I exercise professional judgment and maintain professional skepticism throughout the audit. I 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 my 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 I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my 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.

I 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 I identify during my audit.



St. John's, NL  
July 25, 2024

CHARTERED PROFESSIONAL ACCOUNTANT

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Statement of Financial Position**

**March 31, 2024**

	General Fund	Operating Reserve	Community Reserve	2024 Total	2023 Total
<b>ASSETS</b>					
<b>CURRENT</b>					
Cash and cash equivalents	\$ 374,227	\$ -	\$ -	\$ 374,227	\$ 540,682
Pledges receivable (Note 4)	249,310	-	-	249,310	277,525
Funding receivable (Note 5)	-	-	-	-	1,349,109
Harmonized sales tax recoverable	2,184	-	-	2,184	1,782
Prepaid expenses	10,603	-	-	10,603	11,932
	636,324	-	-	636,324	2,181,030
CAPITAL ASSETS (Net of accumulated amortization) (Note 6)	7,592	-	-	7,592	4,881
LONG TERM INVESTMENTS	296,309	351,988	535,050	1,183,347	1,136,014
	\$ 940,225	\$ 351,988	\$ 535,050	\$ 1,827,263	\$ 3,321,925
<b>LIABILITIES AND NET ASSETS</b>					
<b>CURRENT</b>					
Accounts payable and accrued liabilities (Note 7)	\$ 468,690	\$ -	\$ -	\$ 468,690	\$ 462,463
Wages payable	11,701	-	-	11,701	9,070
Employee deductions payable	6,473	-	-	6,473	7,378
Deferred campaign designations	94,268	-	-	94,268	95,097
Deferred revenue (Note 8)	19,425	-	-	19,425	1,540,166
	600,557	-	-	600,557	2,114,174
<b>NET ASSETS</b>	339,668	351,988	535,050	1,226,706	1,207,751
	\$ 940,225	\$ 351,988	\$ 535,050	\$ 1,827,263	\$ 3,321,925

LEASE COMMITMENTS (Note 11)

**ON BEHALF OF THE BOARD**

 \_\_\_\_\_ Director

 \_\_\_\_\_ Director

See notes to financial statements

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Statement of Operations  
Year Ended March 31, 2024**

	General Fund	Operating Reserve	Community Reserve	2024 Total	2023 Total
<b>REVENUES</b>					
Campaign revenue <i>(Note 9)</i>	\$ 782,051	\$ -	\$ -	\$ 782,051	\$ 892,918
Less: Uncollectible pledges	(17,891)	-	-	(17,891)	(28,608)
	764,160	-	-	764,160	864,310
<b>OTHER REVENUES (EXPENSES)</b>					
211 project funding	162,107	-	-	162,107	8,107
Community Services Recovery Fund (CSRF) Project Funding	1,515,741	-	-	1,515,741	50,736
Fair market value adjustments to investments	-	11,377	-	11,377	(5,531)
Investment income <i>(Note 10)</i>	20,116	4,986	25,835	50,937	22,943
Investment management fees	-	(2,429)	-	(2,429)	(1,820)
Other	13,679	-	-	13,679	14,690
	1,711,643	13,934	25,835	1,751,412	89,125
<b>TOTAL REVENUES</b>	2,475,803	13,934	25,835	2,515,572	953,435
<b>EXPENSES</b>					
Fundraising expenses (Schedule 2)	165,345	-	-	165,345	180,613
<b>NET AVAILABLE FOR COMMUNITY PROGRAMS AND SERVICES</b>	2,310,458	13,934	25,835	2,350,227	772,822
<b>COMMUNITY PROGRAMS AND SERVICES EXPENSES (Schedule 1)</b>	2,331,272	-	-	2,331,272	795,474
<b>EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES</b>	\$ (20,814)	\$ 13,934	\$ 25,835	\$ 18,955	\$ (22,652)

See notes to financial statements

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Statement of Changes in Net Assets**

**Year Ended March 31, 2024**

	General Fund	Operating Reserve	Community Reserve	2024	2023
<b>NET ASSETS - BEGINNING OF YEAR</b>	\$ 354,882	\$ 338,054	\$ 514,815	\$ <b>1,207,751</b>	\$ 1,230,403
Excess (deficiency) of revenues over expenses	(20,814)	13,934	25,835	<b>18,955</b>	(22,652)
Interfund transfers	5,600	-	(5,600)	-	-
<b>NET ASSETS - END OF YEAR</b>	\$ 339,668	\$ 351,988	\$ 535,050	\$ <b>1,226,706</b>	\$ 1,207,751

See notes to financial statements

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Statement of Cash Flows  
Year Ended March 31, 2024**

	2024	2023
<b>OPERATING ACTIVITIES</b>		
Excess (deficiency) of revenues over expenses	\$ 18,955	\$ (22,652)
Items not affecting cash:		
Amortization of capital assets	3,049	2,269
Investment income and management fees related to investments	(48,508)	(21,123)
Fair market value adjustments to investments	(11,377)	5,531
	<b>(37,881)</b>	<b>(35,975)</b>
Changes in non-cash working capital:		
Pledges receivable	28,215	33,030
Funding receivable	1,349,109	(1,349,109)
Accounts payable and accrued liabilities	6,229	193,124
Deferred campaign designations	(829)	(9,035)
Prepaid expenses	1,329	(401)
Harmonized sales tax recoverable	(403)	1,070
Deferred revenue	(1,520,741)	1,540,166
Wages payable	2,631	309
Employee deductions payable	(905)	(1,259)
	<b>(135,365)</b>	<b>407,895</b>
Cash flow from (used by) operating activities	<b>(173,246)</b>	<b>371,920</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of capital assets	(5,761)	-
Purchase of investments	(2,868,202)	(1,292,685)
Redemption of investments	2,880,754	1,292,685
Cash flow from investing activities	<b>6,791</b>	<b>-</b>
<b>INCREASE (DECREASE) IN CASH FLOW</b>	<b>(166,455)</b>	<b>371,920</b>
Cash - beginning of year	<b>540,682</b>	<b>168,762</b>
<b>CASH - END OF YEAR</b>	<b>\$ 374,227</b>	<b>\$ 540,682</b>
<b>CASH CONSISTS OF:</b>		
Cash and cash equivalents	<b>\$ 374,227</b>	<b>\$ 540,682</b>

See notes to financial statements



**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Notes to Financial Statements**

**Year Ended March 31, 2024**

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1. PURPOSE OF THE ORGANIZATION

The mission of the UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC. (the Organization) is to strengthen neighbourhoods and communities by facilitating programs and services that link people and resources, encourage participation and increase giving. The Organization is a registered charity and is exempt from tax under the Income Tax Act.

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2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

Fund accounting

In March 2022, the organization's board of directors approved the establishment of two restricted funds and as a result, adopted the use of fund accounting.

The General Fund accounts for the organization's revenue, expenses, assets and liabilities related to administration and program delivery activities.

The Operating Reserve reports the organization's revenue, expenses, assets and liabilities related to internally restricted funds, established by a board approved motion, for use by the organization to fund future operations. The established reserve fund balance approximates the organization's annual operating expenses.

The Community Reserve reports the organization's revenue, expenses, assets and liabilities related to internally restricted funds, established by a board approved motion, for use by the organization to fund annual Community Fund Disbursements and Donor Designations. The established reserve fund balance approximates the organization's annual Community Fund Disbursements and Donor Designations.

Revenue recognition

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC. follows the deferral method of accounting for contributions.

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. Donor designations, which have externally imposed restrictions, are recognized as revenue in the year in which the designated agency is funded. Project funding and other externally restricted contributions are recognized as revenue in the year in which the related expenses are incurred.

Campaign revenue is comprised of unrestricted contributions from the current year campaign achievement and designated contributions recognized in the year. A provision for uncollectible pledges is provided annually based on historical percentages for pledge collections and on actual collection experience.

Investment income is recognized as it is earned in the statement of operations. Fair market value adjustments on investments held in active markets are recognized in the period in which the adjustments occur.

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2024

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2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Financial instruments

*Initial measurement*

The Organization's financial instruments derived in arm's length transactions are measured at fair value when issued or acquired. For financial instruments subsequently measured at cost or amortized cost, fair value is adjusted by the amount of the related financing fees and transaction costs. Transaction costs, fair market value adjustments, and financing fees relating to financial instruments that are measured subsequently at fair value are recognized in operations in the year in which they are incurred.

Financial instruments originated or exchanged in related party transactions, except those that involve parties whose sole relationship with the organization is in the capacity of management, are initially measured at cost. The cost of a financial instrument in a related party transaction depends on whether the instrument has repayment terms.

*Subsequent measurement*

At each reporting date, the Organization measures its financial assets and liabilities at cost or amortized cost (less impairment in the case of financial assets). The financial instruments measured at amortized cost are cash and cash equivalents, receivables, payables and accruals. For financial assets measured at cost or amortized cost, the Organization regularly assesses whether there are any indications of impairment. If there is an indication of impairment, and the Organization determines that there is a significant adverse change in the expected timing or amount of future cash flows from the financial asset, it recognizes an impairment loss in the statement of operations. Any reversals of previously recognized impairment losses are recognized in operations in the year the reversal occurs.

Allocation of general and administrative expenses

The Organization allocates its general and administrative expenses to other functional areas: Fundraising and Community Programs and Services. General and administrative expenses which do not specifically pertain to either function are allocated to the functional area based on management estimates. These estimates, shown below, have been established using an estimate of time devoted by staff in each functional area (see also Schedule 3):

	<u>2024</u>	<u>2023</u>
Fundraising	49%	49%
Community programs and services	51%	51%

Included in the cost of fundraising and general and administrative expenses are Government of Canada Workplace Charitable Campaign (GCWCC) expenses in the amount of \$47,452 (2023-\$51,586).

Contributed services

The operations of the Organization depend on a significant contribution of time by volunteers. The fair value of these services cannot be reasonably determined and is therefore not reflected in these financial statements.

Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in the statement of operations in the period in which they become known. Actual results could differ from these estimates.

Items subject to significant management estimates include the useful lives and amortization of capital assets and the provision for uncollectible pledges.

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2024

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2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Cash and cash equivalents

Cash and cash equivalents consist of cash on hand held at financial institutions net of cheques outstanding at the reporting date.

Long term investments

Long term investments for which there are quoted prices in an active market are carried at fair value. Unrealized gains or losses are reported as part of net income. Long term investments for which there is not an active market are carried at amortized cost except when it is established that their value is impaired. Impairment losses, or reversal of previously recognized impairment losses, are reported as part of net income. Long term investments consist of Mutual Funds as well as Guaranteed Investment Certificates carrying interest rates of 4.70% and 5.20% respectively per annum.

Mutual funds have been restricted for purposes of satisfying the requirements of the Operating Reserve, while Guaranteed Investment Certificates comprise the investments in the General Fund and Community Reserve. It is management's intent not to liquidate investments within the next twelve month period following the statement of financial position date. As such, investments are classified as non-current.

Capital assets

Capital assets are stated at cost or deemed cost less accumulated amortization. Capital assets are amortized over their estimated useful lives on a declining balance basis at the following rates and methods:

Computer equipment	55%	declining balance method
Computer software	50%	declining balance method
Furniture and equipment	20%	declining balance method

In the year of acquisition, one half of the rate of amortization is expensed.

When a capital asset no longer contributes to the Organization's ability to provide services, its carrying amount is written down to its fair value or replacement cost.

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2024

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3. FINANCIAL INSTRUMENTS

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the Organization's risk exposure and concentrations as at March 31, 2024:

*Market risk*

Market risk is the risk that the fair value or future cash flows of the Organization's financial instruments will fluctuate because of changes in market prices. Some of the Organization's financial instruments expose it to market risk, which is comprised of interest rate risk and other price risk.

*Interest rate risk*

The Organization is exposed to interest rate risk arising from fluctuations in interest rates on amounts invested in interest bearing investments, consisting of Guaranteed Investment Certificates. Interest rates are subject to fluctuation, being based on prime rates. In the opinion of management, interest rate risk exposure to the Organization is considered low and not material.

*Other price risk*

The Organization is exposed to other price risk arising from fluctuations in market prices in its investments consisting of mutual fund units. The Organization reviews its liquidity requirements and performance of investments on an ongoing basis and, in the opinion of management, other price risk exposure to the Organization is considered low and not material.

*Credit risk*

The Organization is exposed to credit risk to the extent that its donors may experience financial difficulty and would be unable to meet their pledge obligations. The Organization has a large number of donors, which decreases the concentration of credit risk. The Organization assesses pledges receivable on a regular basis, and accounts for uncollectible pledges under the provision for uncollectible pledges. In the opinion of management, credit risk exposure to the Organization is considered low and not material.

*Liquidity risk*

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization manages its liquidity risk by monitoring its operating requirements, and preparing and monitoring an annual operating budget. In the opinion of management, the liquidity risk exposure to the Organization is considered low and not material.

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4. PLEDGES RECEIVABLE

	2024	2023
Pledges receivable - current year campaign	\$ 266,022	\$ 295,529
Less: provision for uncollectible pledges	(16,712)	(18,004)
	<b>\$ 249,310</b>	<b>\$ 277,525</b>

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5. FUNDING RECEIVABLE

	2024	2023
Community Services Recovery Fund funding receivable	\$ -	\$ 1,349,109

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**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Notes to Financial Statements**

**Year Ended March 31, 2024**

6. CAPITAL ASSETS

	Cost	Accumulated amortization	2024 Net book value	2023 Net book value
Computer equipment	\$ 29,717	\$ 24,912	\$ 4,805	\$ 1,398
Computer software	8,807	8,807	-	-
Furniture and equipment	4,838	2,051	2,787	3,483
	\$ 43,362	\$ 35,770	\$ 7,592	\$ 4,881

7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2024	2023
Funded programs	\$ 443,221	\$ 443,725
Trade accounts payable, accrued liabilities and other	25,469	18,738
	\$ 468,690	\$ 462,463

8. DEFERRED REVENUE

Deferred revenue represents unspent project funding at the date of the statement of financial position, which is available to be utilized in the subsequent fiscal year.

	Opening balance	Funding for year	Expenses for year	2024	2023
CSRF project	\$ 1,485,166	\$ 50,000	\$ 1,515,741	\$ 19,425	\$ 1,485,166
211 funding	55,000	107,107	162,107	-	55,000
	\$ 1,540,166	\$ 157,107	\$ 1,677,848	\$ 19,425	\$ 1,540,166

9. CAMPAIGN REVENUE

	2024	2023
Campaign achievement	\$ 781,222	\$ 883,883
Donor designations deferred	(94,268)	(95,097)
Donor designations recognized during year	95,097	104,132
	\$ 782,051	\$ 892,918

Included in Campaign Revenue for the year ended March 31, 2024 is \$249,321 (2023-\$214,830) transferred from other United Way organizations.

10. INVESTMENT INCOME

	2024	2023
Capital gains, dividends and other investment income	\$ 4,986	\$ 3,023
Interest income	45,951	19,920
	\$ 50,937	\$ 22,943

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2024

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11. LEASE COMMITMENTS

The Organization leases office premises under a long term lease that expires on March 31, 2028. Future minimum lease payments are as follows:

2025 - \$39,385

2026 - \$39,385

2027 - \$41,043

2028 - \$41,043

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12. RELATED PARTY TRANSACTIONS

During the year, pledges in the amount of \$6,600 (2023 - \$15,440) were made by the Board of Directors of the Organization and companies under their control. These pledges are included in campaign revenue and are considered to be in the normal course of operations. There were no receivables due from, or payables due to, related parties at March 31, 2023 and March 31, 2024.

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13. TRANSPARENCY, ACCOUNTABILITY AND FINANCIAL REPORTING

The Organization follows the reporting guidelines in its membership agreement with United Way of Canada - Centraide Canada. As part of these guidelines, the Organization calculates the fundraising ratio. This ratio is summarized as follows:

	2024	2023
<b>Fundraising ratio</b>		
Total revenue	\$ 2,515,572	\$ 953,435
Less: CSRF funding	(1,515,741)	(50,736)
Less: 211 funding	(162,107)	(8,107)
Total revenue from regular operations	837,724	894,592
Add: uncollectible pledges	17,891	28,608
	855,615	923,200
Direct fundraising expenses ( <i>Schedule 2</i> )	123,355	140,959
Allocation of general and administrative expenses ( <i>Schedule 3</i> )	41,990	39,654
Total fundraising expenses	\$ 165,345	\$ 180,613
Fundraising ratio (expenses/revenue)	19.3%	19.6%

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**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Schedule of Community Programs and Services Expenses**

**(Schedule 1)**

**Year Ended March 31, 2024**

	2024	2023
Allocations and designations (see below)	\$ 522,085	\$ 612,310
Office and printing	270	447
211 program	162,107	8,107
Occupancy	11,519	10,471
Promotion, public relations and special events	1,129	1,757
Salaries and wages	63,844	62,632
CSRF program (Schedule 4)	1,515,741	50,736
Travel, meetings and conferences	225	223
United Way of Canada dues	10,649	7,519
Direct community programs and services expenses	2,287,569	754,202
Allocation of general and administrative expenses (Schedule 3)	43,703	41,272
	\$ 2,331,272	\$ 795,474
Allocations and designations are comprised of:		
	2024	2023
Centrally co-ordinated campaigns	\$ 36,186	\$ 44,089
Donor designations	98,784	118,147
Funded programs	347,418	395,500
Health partners	39,697	54,574
	\$ 522,085	\$ 612,310

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.****Schedule of Fundraising Expenses***(Schedule 2)***Year Ended March 31, 2024**

	<b>2024</b>	<b>2023</b>
Dues and fees	\$ 23,193	\$ 29,196
Interest and bank charges	1,823	1,925
Occupancy	12,456	13,603
Office and printing	3,447	3,243
Promotion, public relations and special events	3,831	1,699
Salaries and wages	76,809	90,931
Training and development	1,768	348
Travel, meetings and conferences	28	14
Direct fundraising expenses	<b>123,355</b>	140,959
Allocation of general and administrative expenses <i>(Schedule 3)</i>	<b>41,990</b>	39,654
	<b>\$ 165,345</b>	<b>\$ 180,613</b>



**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.****Schedule of General and Administrative Expenses****(Schedule 3)****Year Ended March 31, 2024**

	<b>2024</b>	<b>2023</b>
Amortization	\$ 3,049	\$ 2,269
Dues and fees	75	10
Insurance	1,510	1,056
Interest and bank charges	170	169
Occupancy	10,045	8,550
Office and printing	1,641	4,535
Professional fees	4,158	3,032
Promotion, public relations and special events	1,186	1,254
Salaries and wages	61,917	57,156
Training and development	1,725	2,516
Travel, meetings and conferences	217	379
	<b>\$ 85,693</b>	<b>\$ 80,926</b>

**ALLOCATION OF GENERAL AND ADMINISTRATIVE EXPENSES BY FUNCTIONAL AREA**

Community programs and services	\$ 43,703	\$ 41,272
Fundraising	41,990	39,654
	<b>\$ 85,693</b>	<b>\$ 80,926</b>

**UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**

**Schedule of Community Services Recovery Fund Expenses**

**(Schedule 4)**

**Year Ended March 31, 2024**

	<b>2024</b>	<b>2023</b>
Funded programs	<b>\$ 1,477,545</b>	<b>\$ -</b>
Insurance	<b>283</b>	<b>690</b>
Miscellaneous	<b>-</b>	<b>600</b>
Occupancy	<b>6,162</b>	<b>6,241</b>
Office and printing	<b>2,000</b>	<b>-</b>
Professional fees	<b>787</b>	<b>1,913</b>
Salaries and wages	<b>28,964</b>	<b>41,292</b>
	<b>\$ 1,515,741</b>	<b>\$ 50,736</b>