

UNITED WAY OF SARNIA - LAMBTON

FINANCIAL STATEMENTS

DECEMBER 31, 2020

**Lisa Mayer, CPA, Professional Corporation
Licensed Public Accountant
375 Exmouth Street
Sarnia, Ontario
N7T 5N8**

UNITED WAY OF SARNIA - LAMBTON

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INDEPENDENT AUDITOR'S REPORT

To the Directors of United Way of Sarnia - Lambton:

Qualified Opinion

I have audited the accompanying financial statements of United Way of Sarnia - Lambton which comprise of the statement of financial position as of December 31, 2020, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including summary of significant accounting policies.

In my opinion, except for the 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 United Way of Sarnia - Lambton as of December 31, 2020, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the Entity derives revenue from 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 local fundraising revenue, excess of revenue over expenses, and cash flows from operations for the years ended December 31, 2020 and 2019, current assets as at December 31, 2020 and 2019 and net assets at January 1 and December 31 for both the 2020 and 2019 years.

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 United Way of Sarnia - Lambton in accordance with the 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.

Other Matter

The financial statements for the year ended December 31, 2019 were audited by another accountant who expressed a qualified opinion on those financial statements on March 27, 2020.

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 United Way of Sarnia - Lambton'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 United Way of Sarnia - Lambton or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the United Way of Sarnia - Lambton's financial reporting process.

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 United Way of Sarnia - Lambton'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 United Way of Sarnia - Lambton'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 United Way of Sarnia - Lambton 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 our audit.

Debra Mayra CPA Professional Corporation

Authorized to practice public accounting by the Chartered Professional Accountants of Ontario
Sarnia, Ontario
March 31, 2021

UNITED WAY OF SARNIA - LAMBTON

STATEMENT OF FINANCIAL POSITION

AS AT DECEMBER 31, 2020

	<u>General Fund</u>	<u>Future Fund</u>	<u>2020</u>	<u>2019</u>
ASSETS				
Cash (Note 3)	\$ 680,086	\$ 14,095	\$ 694,181	\$ 678,544
Short term investments (Note 4)	1,846,670	-	1,846,670	1,780,305
Accounts receivable	11,484	4,621	16,105	14,454
Pledges receivable (Note 5)	493,728	-	493,728	606,357
Due from Future Fund (Note 6)	103,865	-	103,865	58,633
Inventory	<u>1,810</u>	<u>-</u>	<u>1,810</u>	<u>1,810</u>
	3,137,643	18,716	3,156,359	3,140,103
LONG-TERM INVESTMENTS (Note 4)	-	2,641,207	2,641,207	2,511,275
PROPERTY AND EQUIPMENT (Note 7)	14,524	-	14,524	8,857
CASH SURRENDER VALUE OF LIFE INSURANCE	-	11,580	11,580	10,500
	<u>\$ 3,152,167</u>	<u>\$ 2,671,503</u>	<u>\$ 5,823,670</u>	<u>\$ 5,670,735</u>
LIABILITIES				
Accounts payable and accrued liabilities (Note 8)	\$ 116,861	\$ -	\$ 116,861	\$ 137,260
Due to General Fund (Note 6)	-	103,865	103,865	58,633
Deferred revenue (Note 9)	<u>1,884,514</u>	<u>-</u>	<u>1,884,514</u>	<u>1,943,459</u>
	<u>2,001,375</u>	<u>103,865</u>	<u>2,105,240</u>	<u>2,139,352</u>
NET ASSETS	<u>1,150,792</u>	<u>2,567,638</u>	<u>3,718,430</u>	<u>3,531,383</u>
	<u>\$ 3,152,167</u>	<u>\$ 2,671,503</u>	<u>\$ 5,823,670</u>	<u>\$ 5,670,735</u>

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

SEE ACCOMPANYING NOTES TO THE FINANCIAL STATEMENTS

UNITED WAY OF SARNIA - LAMBTON

STATEMENT OF OPERATIONS

YEAR ENDED DECEMBER 31, 2020

	<u>General Fund</u>	<u>Future Fund</u>	<u>2020</u>	<u>2019</u>
CAMPAIGN REVENUE				
Local campaign	\$ 1,246,681	\$ -	\$ 1,246,681	\$ 1,702,787
Funds transferred from other United Way Centres	650,553	-	650,553	333,777
Funds transferred to other United Way Centres	(10,084)	-	(10,084)	(50)
Emergency Community Support Fund "ECSF"	415,029	-	415,029	-
Local Compassion Fund	101,647	-	101,647	-
New Horizons for Seniors Program	48,531	-	48,531	-
Gross campaign	<u>2,452,357</u>	-	<u>2,452,357</u>	2,036,514
Less uncollectable pledges and other adjustments	<u>(27,232)</u>	-	<u>(27,232)</u>	<u>(19,660)</u>
Net revenue from prior year campaign	<u>2,425,125</u>	-	<u>2,425,125</u>	<u>2,016,854</u>
OTHER INCOME				
Investment income	124,022	106,649	230,671	210,390
Day of caring	57	-	57	5,261
Memorial donations	-	21,540	21,540	18,064
Bingo	14,545	-	14,545	17,480
Other campaign activities	7,617	-	7,617	6,628
	<u>146,241</u>	<u>128,189</u>	<u>274,430</u>	<u>257,823</u>
	<u>2,571,366</u>	<u>128,189</u>	<u>2,699,555</u>	<u>2,274,677</u>
EXPENSES				
Fundraising expenditures (Schedule 2)	325,121	-	325,121	374,033
Future fund expenditures (Schedule 4)	-	53,289	53,289	50,689
	<u>325,121</u>	<u>53,289</u>	<u>378,410</u>	<u>424,722</u>
REVENUE AVAILABLE FOR PROGRAM ALLOCATIONS	2,246,245	74,900	2,321,145	1,849,955
PROGRAM EXPENDITURES (Schedule 3)	<u>(2,205,420)</u>	-	<u>(2,205,420)</u>	<u>(1,811,771)</u>
EXCESS OF REVENUE OVER EXPENDITURES	<u>\$ 40,825</u>	<u>\$ 74,900</u>	<u>\$ 115,725</u>	<u>\$ 38,184</u>

SEE ACCOMPANYING NOTES TO THE FINANCIAL STATEMENTS

UNITED WAY OF SARNIA - LAMBTON
STATEMENT OF CHANGES IN NET ASSETS
YEAR ENDED DECEMBER 31, 2020

	<u>General Fund</u>	<u>Future Fund</u>	<u>2020</u>	<u>2019</u>
FUND BALANCE, BEGINNING OF YEAR	\$ 1,026,996	\$ 2,504,387	\$ 3,531,383	\$ 2,976,762
EXCESS OF REVENUES OVER EXPENSES	<u>40,825</u>	<u>74,900</u>	<u>115,725</u>	<u>38,184</u>
	<u>1,067,821</u>	<u>2,579,287</u>	<u>3,647,108</u>	<u>3,014,946</u>
INTERFUND TRANSFERS:				
Board designated inter fund transfer	<u>91,245</u>	<u>(91,245)</u>	<u>-</u>	<u>-</u>
	91,245	(91,245)	-	-
UNREALIZED GAIN (LOSS) ON INVESTMENTS	<u>(8,274)</u>	<u>79,596</u>	<u>71,322</u>	<u>516,437</u>
FUND BALANCE, END OF YEAR	<u>\$ 1,150,792</u>	<u>\$ 2,567,638</u>	<u>\$ 3,718,430</u>	<u>\$ 3,531,383</u>

SEE ACCOMPANYING NOTES TO THE FINANCIAL STATEMENTS

UNITED WAY OF SARNIA - LAMBTON

STATEMENT OF CASH FLOWS

DECEMBER 31, 2020

	<u>2020</u>	<u>2019</u>
OPERATING ACTIVITIES		
Excess (deficiency) of revenues over expenses		
Operating fund	\$ 40,825	\$ (61,180)
Future fund	74,900	99,364
Items not requiring an outlay of cash:		
Amortization of property and equipment	<u>3,870</u>	<u>3,379</u>
	119,595	41,563
Changes in non-cash working capital balances		
Accounts receivable	(1,651)	(2,713)
Pledges receivable	112,629	155,955
Accounts payable and accrued liabilities	(20,398)	15,523
Deferred revenue	<u>(58,945)</u>	<u>(156,812)</u>
	<u>151,230</u>	<u>53,516</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of long term investments	(126,056)	(365,179)
Purchase of property and equipment	<u>(9,537)</u>	<u>(988)</u>
	<u>(135,593)</u>	<u>(366,167)</u>
INCREASE (DECREASE) IN CASH AND EQUIVALENTS	15,637	(312,651)
CASH AND EQUIVALENTS, beginning of year	<u>678,544</u>	<u>991,195</u>
CASH AND EQUIVALENTS, end of year	<u>\$ 694,181</u>	<u>\$ 678,544</u>

SEE ACCOMPANYING NOTES TO THE FINANCIAL STATEMENTS

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

1. STATUTES OF INCORPORATION AND NATURE OF ACTIVITIES

United Way of Sarnia - Lambton is a local organization engaged in raising and distributing of funds to charitable programs in Sarnia-Lambton. The organization was incorporated under the laws of the Province of Ontario. It has been granted tax exempt status as a registered charity and is classified as a charitable organization under section 149, paragraph 149 (1) of the *Income Tax Act*.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Use of Estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from these estimates. Significant estimates include the useful life of capital assets. These estimates are reviewed periodically and adjustments are made to income as appropriate in the year they become known.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on deposit, cheques issued and outstanding, and investments in money market instruments.

Investments

Investments are measured at fair market value.

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

SIGNIFICANT ACCOUNTING POLICIES (con't)

Property and Equipment

Property and equipment, including expenditures which improve or prolong the useful lives of the assets, are stated at cost and amortized over their estimated useful lives using the following methods and annual rates:

Office equipment	30%	diminishing balance
Office furniture and fixtures	20%	diminishing balance
Computer software	100%	diminishing balance
Computer equipment	30%	diminishing balance
Leasehold improvements	20%	diminishing balance

One-half year's amortization is expensed in the year of acquisition.

Fund Accounting

The organization follows the restricted fund method of accounting for contributions. Under these principles, resources for various purposes are classified in accordance with activities or objectives specified.

The General Fund accounts for the organization's program delivery and administration activities. This fund reports unrestricted resources and restricted operating grants.

The Future Fund reports internally restricted funds as directed by the Board of Directors to be invested in which income earned and capital may be used for agency allocations.

Revenue Recognition

Contributions, including grants and donations, are recognized as revenue of the appropriate fund. 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. Pledges receivable of \$493,728 (2019 - \$606,357) are recorded as deferred revenue when the organization is advised of the pledge. The pledge is then recorded as revenue in the year the pledge was intended to support and when the funds have been collected.

Investment income earned is recognized as revenue of the fund to which that income relates.

Donated services

A substantial number of unpaid volunteers have made significant contributions of their time in the furtherance of the United Way of Sarnia - Lambton. The value of this contributed time is not included in these financial statements.

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

SIGNIFICANT ACCOUNTING POLICIES (con't)

Allocation of expenses

The organization engages in fundraising and program projects and costs directly related to each project are allocated directly to the corresponding project. Costs not directly related to each project are allocated as per Schedule 5. The organizations also incurs a number of general and administrative expenditures associated with the governing and operating of the organization that are allocated 68% to fundraising and 32% to program (see Schedule 1)

The United Way of Sarnia - Lambton financial instruments consist of cash, short term investments, accounts receivable, accounts payable and accrued liabilities and deferred revenue. Unless otherwise noted, it is management's opinion that the United Way of Sarnia - Lambton is not exposed to significant interest, currency or credit risks arising from these financial statements.

3. CASH AND BANK

The United Way of Sarnia - Lambton bank accounts are held at one financial institution.

4. INVESTMENTS

	<u>2020</u>	<u>2019</u>
<i>Short-term investments</i>		
General Fund		
Marketable securities (cost \$1,557,545; 2019 \$1,505,613)	<u>\$ 1,846,670</u>	<u>\$ 1,780,305</u>
<i>Long-term investments</i>		
Future Fund		
Marketable securities (cost \$2,230,229; 2019 \$2,179,893)	<u>\$ 2,641,207</u>	<u>\$ 2,511,275</u>

5. PLEDGES RECEIVABLE

	<u>2020</u>	<u>2019</u>
Accounts receivable 2018 campaign	\$ -	\$ 19,639
Accounts receivable 2019 campaign	19,389	584,078
Accounts receivable 2020 campaign	471,039	2,640
Accounts receivable 2021 campaign	3,300	-
	<u>\$ 493,728</u>	<u>\$ 606,357</u>

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

6. DUE TO (FROM) GENERAL FUND AND FUTURE FUND

The balance due to (from) General Fund and Future Fund is non-interest bearing, unsecured and is due on demand.

During the year, the Board of Directors approved the restriction of \$21,540 (2019 - \$18,064) of donations in the Future Fund.

During the year, the Board of Directors approved transfers totaling \$91,245 (2019 - \$97,000) to the General Fund from the Future Fund. The amount transferred represents 3.5% of the Future Fund investment which is used to assist in funding the member agencies and to offset some of the administration costs incurred by the United Way of Sarnia- Lambton.

7. PROPERTY AND EQUIPMENT

		<u>2020</u>	<u>Net Book</u>	<u>2019</u>
	<u>Cost</u>	<u>Accumulated</u> <u>Amortization</u>	<u>Value</u>	<u>Net Book</u> <u>Value</u>
Office furniture and fixtures	\$ 19,724	\$ 17,980	\$ 1,744	\$ 2,180
Office equipment	44,409	40,317	4,092	5,433
Computer equipment	<u>137,696</u>	<u>129,008</u>	<u>8,688</u>	<u>1,244</u>
	<u>\$ 201,829</u>	<u>\$ 187,305</u>	<u>\$ 14,524</u>	<u>\$ 8,857</u>

8. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	<u>2020</u>	<u>2019</u>
Trade accounts payable	\$ 840	\$ 4,721
Government remittances payable	12,458	10,103
Donor option payable	<u>103,563</u>	<u>122,436</u>
	<u>\$ 116,861</u>	<u>\$ 137,260</u>

9. DEFERRED REVENUE

	<u>2020</u>	<u>2019</u>
Deferred revenue - cash receipts	\$ 1,408,365	\$ 1,335,292
Deferred revenue - 2019 campaign pledges	-	603,717
Deferred revenue - 2020 campaign pledges	471,039	2,640
Deferred revenue - 2021 campaign pledges	3,300	-
Artwork	<u>1,810</u>	<u>1,810</u>
	<u>\$ 1,884,514</u>	<u>\$ 1,943,459</u>

Deferred revenue represents monies received and pledged to be received during the year that relate to events, such as the for the subsequent fiscal year.

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

10. FINANCIAL INSTRUMENTS

Risks and concentrations

The United Way of Sarnia - Lambton is exposed to various risks through its financial instruments, without being exposed to concentrations of risk. The following analysis provides a measure of the Funds risk exposure as at December 31, 2020

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The United Way of Sarnia - Lambton is exposed to this risk mainly in respect of its accounts payable and accrued charges, government remittances payable and deferred revenues. The organization maintains a portion of its invested assets in liquid securities.

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. The United Way of Sarnia - Lambton monitors its accounts receivable regularly and establishes allowance for doubtful accounts as needed. The organization is also exposed to a concentration of credit risk arising from the majority of its bank accounts being held at one financial institution. As such, the United Way of Sarnia - Lambton is exposed to this risk.

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk.

Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The United Way of Sarnia - Lambton does not have significant transactions in foreign currencies and is therefore not exposed to this risk.

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 Sarnia - Lambton is exposed to interest rate risk as it does have fixed and floating interest rate financial instruments as described in Notes 3 and 4.

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 Sarnia - Lambton is exposed to other price risk.

Fair Value

The United Way of Sarnia - Lambton's financial instruments consist of cash, investments, accounts receivable and accounts payable and accrued liabilities. The fair value of these financial instruments approximate their carrying values, unless otherwise noted.

UNITED WAY OF SARNIA - LAMBTON

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2020

11. COMMITMENTS

The United Way of Sarnia - Lambton leases a photocopier and the premises where it is located. In addition, the organization has entered into funding agreements with member agencies.

Future minimum payments required over the next five years are as follows:

2021	\$ 1,438,295
2022	\$ 329,230
2023	\$ 28,394
2024	\$ 28,892
2025	\$ 28,892

12. SUBSEQUENT EVENTS

Since December 31, 2019, the outbreak of the novel strain of Coronavirus, specifically identified as "COVID-19", has resulted in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing, have caused material disruption to businesses globally resulting in an economic slowdown. Global equity markets have experienced significant volatility and weakness. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions. The duration and impact of the COVID-19 outbreak is unknown at this time, as is the efficacy of the government and central bank interventions. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Organization and its operations in future periods.

13. COMPARATIVE FIGURES

Certain of the prior year's comparative figures have been reclassified to conform with the current year's financial statement presentation.

UNITED WAY OF SARNIA - LAMBTON

SCHEDULE 1 - GENERAL AND ADMINISTRATIVE EXPENDITURES

DECEMBER 31, 2020

	<u>2020</u>	<u>2019</u>
Amortization	\$ 3,870	\$ 3,379
Bank charges	8,754	8,318
Computer supplies and subscriptions	2,915	2,629
Conference and travel	678	1,244
Equipment rentals	3,326	3,143
Insurance	2,989	3,253
Meetings	261	847
Mileage	1,114	3,211
Office supplies	2,099	4,535
Postage	6,937	6,365
Printing	261	1,733
Professional fees	3,400	3,940
Rent	7,122	10,911
Salaries and employee benefits	175,373	186,181
Telephone	2,188	3,234
Training	106	67
Volunteer appreciation	<u>-</u>	<u>542</u>
	<u>221,393</u>	<u>243,532</u>
Allocation to fundraising expenditures (Schedule 2)	(150,547)	(165,602)
Allocation to program expenditures (Schedule 3)	<u>(70,846)</u>	<u>(77,930)</u>
	\$ <u>-</u>	\$ <u>-</u>

UNITED WAY OF SARNIA - LAMBTON

SCHEDULE 2 - FUNDRAISING EXPENDITURES

DECEMBER 31, 2020

	<u>2020</u>	<u>2019</u>
Computer supplies and subscriptions	\$ 1,749	\$ 1,577
Conference and travel	521	956
Equipment rentals	2,406	2,274
Insurance	2,202	2,397
Media subscriptions	11,233	11,888
Meetings	157	508
Mileage	757	2,183
Printing	521	3,467
Rent	5,248	8,040
Salaries and employee benefits	147,947	157,065
Special events	300	3,134
Supplies	-	12,414
Telephone	1,459	2,156
Training	74	47
Volunteer appreciation	<u>-</u>	<u>325</u>
	<u>174,574</u>	<u>208,431</u>
Allocation from general and administrative expenditures (Schedule 1)	<u>150,547</u>	<u>165,602</u>
	<u>\$ 325,121</u>	<u>\$ 374,033</u>

UNITED WAY OF SARNIA - LAMBTON

SCHEDULE 3 - PROGRAM EXPENDITURES

DECEMBER 31, 2020

	<u>2020</u>	<u>2019</u>
Allocation to non-member agencies	\$ 107,484	\$ 100,781
Covid compassion fund	101,647	-
Community investments	1,345,445	1,500,611
Day of caring	1,285	4,198
Dental programs	12,362	20,012
Insurance	1,888	2,054
Prescription drugs	6,374	8,328
Professional fees	1,688	1,957
Senior response fund	48,531	-
Rent	4,498	6,891
Salaries and other	68,435	63,791
Strategic partnerships	-	4,000
United Way of Canada - Centraide Canada dues	19,908	21,218
ECSF allocation fund	<u>415,029</u>	<u>-</u>
	<u>2,134,574</u>	<u>1,733,841</u>
Allocation from general and administrative expenditures (Schedule 1)	<u>70,846</u>	<u>77,930</u>
	<u>\$ 2,205,420</u>	<u>\$ 1,811,771</u>

UNITED WAY OF SARNIA - LAMBTON

SCHEDULE 4 - FUTURE FUND EXPENDITURES

DECEMBER 31, 2020

	<u>2020</u>	<u>2019</u>
Bank charges	\$ 973	\$ 924
Computer supplies and subscriptions	3,020	2,723
Conference and travel	272	499
Equipment rentals	708	669
Insurance	786	856
Life insurance	30,448	24,071
Mileage	275	794
Office supplies	420	907
Postage	771	707
Printing	104	693
Professional fees	4,163	4,824
Rent	1,874	2,871
Salaries and employee benefits	8,885	9,432
Telephone	486	719
Training	106	67
Volunteer appreciation	-	542
	<u>\$ 53,289</u>	<u>\$ 50,689</u>

UNITED WAY OF SARNIA - LAMBTON

SCHEDULE 5 - ALLOCATION OF EXPENDITURES

DECEMBER 31, 2020

	<u>General and Administrative Expenditures</u>	<u>Fundraising Expenditures</u>	<u>Program Expenditures</u>	<u>Future Fund</u>
Bank charges	90.00 %	- %	- %	10.00 %
Computer supplies	35.00 %	21.00 %	7.75 %	36.25 %
Conference and travel	44.25 %	34.00 %	4.00 %	17.75 %
Equipment rentals	47.00 %	34.00 %	9.00 %	10.00 %
Insurance	38.00 %	28.00 %	24.00 %	10.00 %
Meetings	50.00 %	30.00 %	20.00 %	- %
Mileage	44.50 %	30.25 %	14.25 %	11.00 %
Office supplies	50.00 %	25.00 %	15.00 %	10.00 %
Postage	90.00 %	- %	- %	10.00 %
Printing costs	25.00 %	50.00 %	15.00 %	10.00 %
Professional fees	36.75 %	- %	18.25 %	45.00 %
Rent	38.00 %	28.00 %	24.00 %	10.00 %
Salaries and benefits	45.40 %	38.30 %	14.00 %	2.30 %
Telephone	45.00 %	30.00 %	15.00 %	10.00 %
Training	50.00 %	35.00 %	15.00 %	- %
Volunteer appreciation	50.00 %	30.00 %	20.00 %	- %