



Financial Statements

United Way of Thunder Bay

December 31, 2017

Contents

	Page
Independent Auditor's Report	1 - 2
Statement of Financial Position	3
Statement of Changes In Net Assets	4
Statement of Operations	5
Statement of Cash Flows	6
Notes to the Financial Statements	7 - 18
Schedule 1 - Community Fund Allocations and Donor Designations	19 - 20
Schedule 2 - Expenses	21

Independent Auditor's Report

Grant Thornton LLP
Suite 300
979 Alloy Drive
Thunder Bay, ON
P7B 5Z8
T +1 807 345 6571
F +1 807 345 0032
www.GrantThornton.ca

To the Directors of
United Way of Thunder Bay

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

Auditor's 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 the auditor's 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, the auditor considers 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.

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 not-for-profit organizations, the Organization derives revenue from donations and fundraising events, 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 accounts of the Organization and we were unable to determine whether any adjustments might be necessary to revenue, excess (deficiency) of revenue over expenses or net assets.

Qualified opinion

In our opinion, except for the 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 Thunder Bay as at December 31, 2017 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.



Thunder Bay, Canada
April 12, 2018

Chartered Professional Accountants
Licensed Public Accountants

United Way of Thunder Bay Statement of Financial Position

As at December 31	2017	2016
	\$	\$
ASSETS		
Current		
Cash and cash equivalents	231,126	332,794
Accounts receivable	63,353	43,581
Harmonized Sales Tax receivable	11,833	13,308
Pledges receivable [note 2]	1,280,269	1,412,646
Investments [note 3]	449,931	379,444
Prepaid expenses	21,653	20,849
Total current assets	2,058,165	2,202,622
Capital assets, net [note 4]	41,900	61,208
	2,100,065	2,263,830
LIABILITIES AND NET ASSETS		
Current		
Allocations payable	969,130	1,052,050
Designations received, undistributed [note 5]	95,990	140,172
Accounts payable and accrued liabilities	14,610	35,809
Government remittances payable	1,928	2,518
Deferred grant and other revenue [note 6]	54,672	35,270
Deferred designation revenue	228,990	254,324
Obligation under capital lease due within one year [note 8]	1,387	1,271
Total current liabilities	1,366,707	1,521,414
Deferred capital contributions [note 7]	23,898	33,941
Obligation under capital lease [note 8]	366	1,754
Net assets		
Invested in capital assets [note 9[a]]	18,002	27,267
Restricted [note 10]		
Operational Reserve	438,303	459,250
The Tomorrow Fund	226,143	219,323
Unrestricted	26,646	881
Total net assets	709,094	706,721
	2,100,065	2,263,830

See accompanying notes to the financial statements.

On behalf of the Board:



Director



Director

United Way of Thunder Bay

Statement of Changes in Net Assets

Year ended December 31

	Restricted				2017	2016
	Invested in capital assets \$ [note 9]	Operational Reserve \$ [note 10]	The Tomorrow Fund \$ [note 10]	Unrestricted \$	Total \$	Total \$
Balance, beginning of year	27,267	459,250	219,323	881	706,721	628,152
Excess (deficiency) of revenue over expenses for year	(12,714)	-	-	9,087	(3,627)	77,569
Change in investment in capital assets	3,449	-	-	(3,449)	-	-
Contributions	-	-	6,000	-	6,000	1,000
Allocations						
Interest	-	1,553	-	(1,553)	-	-
Interfund transfers	-	(22,500)	820	21,680	-	-
Balance, end of year	18,002	438,303	226,143	26,646	709,094	706,721

See accompanying notes to the financial statements.

United Way of Thunder Bay

Statement of Operations

Year ended December 31	2017	2016
	\$	\$
REVENUE [note 12]		
Donations and fundraising	2,053,477	2,352,151
Funds transferred from other United Ways	286,299	297,430
	2,339,776	2,649,581
Less doubtful pledges	70,307	73,263
	2,269,469	2,576,318
Community Program Grants		
Northern Policy Institute	5,328	-
NOHFC	5,304	-
Ontario Trillium Foundation - Thunder Bay		
Counts	-	52,304
211 Ontario	4,000	-
City of Thunder Bay	15,000	-
Phones for Families	-	7,000
Union Gas - Winter Warmth Program	-	14,296
	29,632	73,600
Other		
Amortization of deferred capital contributions	10,043	10,043
Investment income	23,027	8,063
Other grants	19,333	2,925
Total revenue	2,351,504	2,670,949
EXPENSES		
Fundraising expenses [schedule 2]	642,510	638,920
Net revenue available for programs	1,708,994	2,032,029
Program expenses		
Community Fund Allocations [schedule 1]	1,060,053	1,137,266
Donor Designations [schedule 1]	341,629	397,032
United Way Community Impact Activities		
[schedule 2]	310,939	398,866
Phones for Families	-	7,000
Union Gas - Winter Warmth Program	-	14,296
Total program expenses	1,712,621	1,954,460
Excess (deficiency) of revenue over expenses for year	(3,627)	77,569

See accompanying notes to the financial statements.

United Way of Thunder Bay Statement of Cash Flows

Year ended December 31	2017	2016
	\$	\$
OPERATING ACTIVITIES		
Excess (deficiency) of revenue over expenses for year	(3,627)	77,569
Add charges (deduct credits) to earnings not involving a current payment (receipt) of cash		
Amortization	22,757	23,542
Amortization of deferred capital contributions	(10,043)	(10,043)
	9,087	91,068
Net change in non-cash working capital balances related to operations <i>[note 13]</i>	(41,547)	(92,717)
Cash used in operating activities	(32,460)	(1,649)
INVESTMENT ACTIVITIES		
Purchase of capital assets <i>[note 4[b]]</i>	(3,449)	(2,526)
Increase in investments <i>[note 3]</i>	(70,487)	(59,149)
Cash used in investment activities	(73,936)	(61,675)
FINANCING ACTIVITIES		
Endowment contributions received <i>[note 10]</i>	6,000	1,000
Repayments of obligation under capital lease	(1,272)	(1,165)
Cash provided by (used in) financing activities	4,728	(165)
Decrease in cash position during year	(101,668)	(63,489)
Cash position, beginning of year	332,794	396,283
Cash and cash equivalents, end of year	231,126	332,794

See accompanying notes to the financial statements.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

GENERAL

United Way of Thunder Bay is a community impact organization that invests its resources in short and long-term solutions that address poverty, help children to be all that they can be, and support a healthy community. By funding community programs and services, and by actively participating in community collaborations, community facilitation and project management, United Way of Thunder Bay is able to leverage the opportunities and assets necessary to create lasting social change.

The United Way of Thunder Bay is incorporated under the laws of Ontario, is a local not-for-profit organization and is a public foundation under the Income Tax Act (Canada).

1. SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations and are within the framework of the significant accounting policies summarized below.

Revenue recognition

The Organization follows the deferral method of accounting for contributions, which includes campaign revenue. 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 initially deferred, and subsequently recognized as revenue in the period the designated agency is funded.

Campaign revenue is comprised of unrestricted contributions from the current period campaign achievement and designated contributions recognized in the period. An allowance for pledge loss is provided annually based on historical percentages for pledge collections and on actual collection experience.

Revenue from fundraising activities is recognized as revenue when the event has taken place, amounts can be estimated and collectability is reasonably assured.

Grant revenues are recognized as revenue when the related program expense is incurred.

Certain United Ways are requested to act on behalf of employers and employee groups as the coordinator of their national campaigns and to receive and disburse funds on behalf of other United Ways within local communities. These campaigns are known as Centrally Coordinated Campaigns ("CCC"). These funds are reported separately in revenue when received or receivable.

Endowment contributions are recognized as increases in net assets in the year in which they are received.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

When required by external restrictions, restricted investment income is accumulated with deferred contributions and recognized as revenue in the period in which the related expenses are incurred. Unrestricted investment income is recognized as revenue when earned.

Capital contributions

Capital contributions received for the purpose of acquiring capital assets are deferred and amortized on the same basis, and over the same periods, as the related capital asset.

Donations-in-kind

Materials and services

Donations of materials and services are not recorded unless the following two conditions are met: the fair market value of the donated goods and services can be reasonably estimated and the Organization would normally purchase the goods and services if not donated.

Cash and cash equivalents

Cash and cash equivalents include cash on hand and balances with banks and other institutions with maturities of three months or less.

Investments

Investments are recorded at fair value.

Capital assets

Purchased capital assets are recorded at cost less accumulated amortization. Contributed capital assets are recorded at fair value as at the date of contribution. Normal maintenance and repair items are expensed in the year incurred.

Amortization is provided on the straight-line basis at the rates set out below. It is expected that these procedures will charge operations with the cost of the capital assets over their estimated useful lives. Gain or loss on the disposal of individual assets is recognized in the statement of operations in the year of disposal.

Computer hardware	20%
Computer software	14% - 20%
Furniture and fixtures	20%
Leasehold improvements	20%
Photocopier	20%
Telephone system	20%

As required, these assets are tested for impairment.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

Assets under capital lease

Assets under capital lease are accounted for at cost. The cost corresponds to the present value of the minimum lease payments. Amortization of assets under capital lease is calculated by the same method and rates as set out above.

Financial instruments

The Organization considers any contract creating a financial asset, liability or equity instrument as a financial instrument, except in certain limited circumstances. The Organization accounts for the following as financial instruments:

- cash and cash equivalents
- accounts receivable
- pledges receivable
- investments
- allocations payable
- accounts payable and accrued liabilities

A financial asset or liability is recognized when the Organization becomes party to contractual provisions of the instrument.

Measurement

Financial assets or liabilities obtained in arm's-length transactions are initially measured at their fair value. In the case of a financial asset or liability not being subsequently measured at fair value, the initial fair value will be adjusted for financing fees and transaction costs that are directly attributable to its origination, acquisition, issuance or assumption.

Derecognition

The Organization removes financial liabilities, or a portion of, when the obligation is discharged, cancelled or expires.

Subsequent measurement

At each reporting date, the United Way 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, investments (GIC's), accounts receivable, pledges receivable, allocations payable, and accounts payable and accrued liabilities. Common shares and mutual funds are subsequently measured at fair value with changes in fair value charged to the statement of operations.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

Impairment

Financial assets measured at cost or amortized cost are tested for impairment when there are indicators of impairment. Previously recognized impairment losses are reversed to the extent of the improvement provided the asset is not carried at an amount, at the date of the reversal, greater than the amount that would have been the carrying amount had no impairment loss been recognized previously. The amounts of any write-downs or reversals are recognized in the statement of operations.

Measurement estimates

Management reviews the carrying amount of items in the financial statements at each statement of financial position date to assess the need for revisions. Many items in the preparation of these financial statements require management's best estimate based on assumptions that reflect the most probable set of economic conditions and planned courses of action.

These estimates are reviewed periodically and adjustments are made to the statement of operations as appropriate in the year they become known.

Significant items subject to management estimates include:

<u>Financial statement element</u>	<u>Management estimate</u>
Pledges receivable	Allowance for doubtful pledges
Capital assets	Asset useful lives

2. PLEDGES RECEIVABLE

Details of year-end balances are as follows:

	2017	2016
	\$	\$
Pledges receivable		
Current year	1,211,095	1,348,752
Previous years	159,628	155,142
	1,370,723	1,503,894
Less allowance for doubtful pledges	90,454	91,248
	1,280,269	1,412,646

Pledges receivable, a substantial percentage of which are collectible from various employee groups, are recorded at the amounts pledged by the donors, less management's best estimate of amounts not collectible based on their past experience with similar pledges. The actual amounts collected may differ from the amounts recorded.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

3. INVESTMENTS

Investments consist of the following:

	2017 \$	2016 \$
Guaranteed Investment Certificates	251,711	183,563
Common shares	34,500	51,966
Mutual funds	163,720	143,915
Investments	449,931	379,444

The Guaranteed Investment Certificates bear interest at 0.70% to 0.85% and mature in 2018.

The carrying value of the Guaranteed Investment Certificates is \$251,228 plus accrued interest of \$483 [2016 - \$183,093 plus accrued interest of \$470].

The common shares represent a donation of 2,300,000 KWG Resources Inc. common shares dating back to 2011 (note 5). Also included in 2016 were 9,500 shares of Brixton Metals Corporation, which were donated in 2016.

The mutual funds are comprised of BMO Monthly High Income Fund II Class, BMO US Equity Class, Dynamic Power American Growth Fund, Fidelity CDN Disciplined Equity Class and Franklin Bissett CDN Equity Fund.

4. CAPITAL ASSETS

[a] Details of year-end capital asset balances are as follows:

	Cost \$	Accumulated amortization \$	2017 Net book value \$	2016 Net book value \$
Computer hardware	49,223	36,846	12,377	17,209
Computer software	58,267	35,038	23,229	31,989
Furniture and fixtures	24,139	20,369	3,770	6,479
Leasehold improvements	8,915	8,024	891	2,674
Telephone system	4,730	4,730	-	-
	145,274	105,007	40,267	58,351
Assets under capital lease				
Photocopier	6,122	4,489	1,633	2,857
	151,396	109,496	41,900	61,208

Amortization for the year is \$22,757 [2016 - \$23,542].

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

[b] Capital asset additions during the year were as follows:

	2017	2016
	\$	\$
Computer hardware	2,927	1,836
Furniture and fixtures	522	690
Total additions	3,449	2,526

5. DESIGNATIONS RECEIVED, UNDISTRIBUTED

Included in designations received, undistributed are 2,300,000 common shares of KWG Resources Inc., which were donated to United Way of Thunder Bay in 2011, subject to a written memorandum of understanding with KWG Resources Inc.

The memorandum of understanding requires United Way of Thunder Bay to sell the shares and remit the net proceeds, after an administrative fee, from the sale of the shares to be used for the acquisition, furnishing, and maintenance of residences for students attending the Dennis Franklin Cromarty High School. KWG Resources Inc. retains the right to determine the timing of the share sale and payment. See note 3.

6. DEFERRED GRANT AND OTHER REVENUE

Deferred grant revenue is comprised of:

	2017	2016
	\$	\$
City of Thunder Bay	-	15,000
J. Armand Bombardier Foundation	20,000	20,000
Other	-	270
Northern Policy Institute	4,672	-
Inspirit Foundation	30,000	-
	54,672	35,270

7. DEFERRED CAPITAL CONTRIBUTIONS

Deferred capital contributions related to capital assets represent restricted contributions which were used to finance capital asset purchases and expenditures. The changes in the deferred capital contributions balance for the year are as follows:

	2017	2016
	\$	\$
Balance, beginning of year	33,941	43,984
Amount amortized to revenue in the year	(10,043)	(10,043)
Balance, end of year	23,898	33,941

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

8. OBLIGATION UNDER CAPITAL LEASE

The Organization has entered into lease agreement for a photocopier. The interest rate implicit in the lease is 8.75% and expires in April, 2019. The future minimum annual lease payments, together with the balance of the obligation, are as follows:

	\$
2018	1,497
2019	373
Total minimum lease payments	1,870
Less amounts representing interest	117
	1,753
Less current portion	1,387
	366

9. INVESTED IN CAPITAL ASSETS

[a] The net assets invested in capital assets consists of the following:

	2017 \$	2016 \$
Capital assets, net	41,900	61,208
Amounts financed by deferred capital contributions	(23,898)	(33,941)
Balance, end of year	18,002	27,267

[b] Change in net assets invested in capital assets is calculated as follows:

	2017 \$	2016 \$
Amortization of deferred capital contributions	10,043	10,043
Amortization of capital assets funded by capital contributions	(10,043)	(10,043)
Amortization of other capital assets	(12,714)	(13,499)
	(12,714)	(13,499)
Purchase of capital assets	3,449	2,526
	3,449	2,526
	(9,265)	(10,973)

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

10. RESTRICTIONS ON NET ASSETS

The Board of Directors has placed several internal restrictions on the net assets of the Organization, as follows:

Operational Reserve

The Operational Reserve is to be used to finance general operating costs between campaigns and to cover one-time expenditures as approved by the Board of Directors.

While the Organization functions on a not-for-profit basis, it is deemed prudent to retain an accumulated reserve to provide for the contingencies noted above. The cap for this reserve has been established at 20% of the previous year's actual campaign achievement. An amount equivalent up to 1% of the prior year's net campaign revenue can be allocated to this reserve annually at the discretion of the Board. In 2017, the Board approved a transfer of \$22,500 from the reserve fund [2016 - \$9,504 from the reserve to fund costs related to Thunder Bay Counts]. Interest earned on the operational reserve investments is also allocated to the operational reserve and amounted to \$1,553 for 2017 [2016 - \$1,357].

The Tomorrow Fund

The Tomorrow Fund was established in 2009 as a permanent endowment fund to ensure that the Organization's tradition of caring continues into the future.

The Tomorrow Fund represents internally and externally designated amounts. Externally designated amounts refer to those gifts which have been specifically directed to The Tomorrow Fund by the donor. Internally designated amounts are bequests, memorial donations and other planned gifts that were donated to the Organization and have been transferred to The Tomorrow Fund by the Board. The Board of Directors may make the internally designated portion of The Tomorrow Fund available, should the circumstance warrant.

Bequests, endowments, memorial donations and other planned gifts are encouraged, and will be directed to The Tomorrow Fund, unless the donor has indicated otherwise.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

Any investment income earned on the funds endowed are allocated to the operations of the Organization for the Community Fund.

The Tomorrow Fund consists of the following designations:

	2017 \$	2016 \$
Externally restricted	115,042	109,042
Internally restricted	111,101	110,281
	226,143	219,323

Endowment contributions of \$6,000 [2016 - \$1,000] have been added to The Tomorrow Fund on the statement of changes in net assets as described in note 1. These amounts are not included in revenue on the statement of operations.

11. COMMITMENTS

The Organization leases an office space under an operating lease which expires July 31, 2018. In addition to basic rent, the lease requires the Organization to pay for common costs to the premises.

The minimum rental payments required under the terms of the lease for the next year are as follows:

	\$
2018	65,317
	65,317

12. DONATIONS AND FUNDRAISING COSTS

Donations and fundraising revenue reported on the statement of operations have been reported, net of fundraising costs, as follows:

	2017 \$	2016 \$
Campaign donations and fundraising revenue	2,354,388	2,698,795
Donor designations related to current campaign	(356,241)	(446,246)
Donor designations paid during the year	341,629	397,032
Donations and fundraising revenue	2,339,776	2,649,581

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

13. STATEMENT OF CASH FLOWS

The net change in non-cash working capital balances related to operations consists of the following:

	2017	2016
	\$	\$
Decrease (increase) in current assets		
Accounts receivable	(19,772)	5,235
Harmonized Sales Tax receivable	1,475	1,238
Pledges receivable	132,377	7,428
Prepaid expenses	(804)	(4,093)
	113,276	9,808
Increase (decrease) in current liabilities		
Allocations payable	(82,920)	(36,636)
Designations received, undistributed	(44,182)	(6,480)
Accounts payable and accrued liabilities	(21,199)	9,950
Government remittances payable	(590)	(171)
Deferred grant and other revenue	19,402	(38,755)
Deferred designation revenue	(25,334)	(30,433)
	(154,823)	(102,525)
	(41,547)	(92,717)

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

14. DONATIONS-IN-KIND

[a] Sponsored employee representatives

During the year, the Organization received the benefit of services of "sponsored employee representatives" to assist with the 2017 campaign. These representatives were provided by CIBC, City of Thunder Bay, Confederation College, and Ministry of Government and Consumer Services: Service Ontario and HR Advisory Services branches. As the services of these individuals would not otherwise have been purchased, the contributions were not reflected in these financial statements.

[b] Volunteers

Volunteers contribute their time to assist the United Way of Thunder Bay in carrying out its fundraising activities. Because of the difficulty of determining their fair value, these contributed services are not recognized in the financial statements.

15. FINANCIAL INSTRUMENTS

Transactions in financial instruments may result in the Organization assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of the financial statements in assessing the extent of risk related to financial instruments.

[a] Credit risk

Credit risk arises from cash and cash equivalents and credit exposures on outstanding pledges receivable. Cash and cash equivalents are held at major financial institutions minimizing any potential exposure to credit risk. Management annually assesses its pledges receivables, and has provided an allowance for pledge loss based on historical percentages for pledge collections and on actual collection experience.

[b] Market risk

The Organization is subject to market risk on the investments carried at fair value. These investments are subject to market risk such that the fair value of these investments may change as a result of factors specific to a particular investment or as a result of factors affecting all instruments trading in the market. The Organization manages this risk by using an experienced portfolio manager.

[c] Liquidity risk

The Organization's liquidity risk represents the risk that the Organization could encounter difficulty in meeting obligations associated with its financial liabilities. The Organization is exposed to liquidity risk mainly in respect of its accounts payable and accrued liabilities. Liquidity risk is not considered to be significant.

United Way of Thunder Bay

Notes to the Financial Statements

December 31, 2017

16. TRANSPARENCY, ACCOUNTABILITY AND FINANCIAL REPORTING

The United Way of Thunder Bay follows the reporting guidelines as outlined in its membership agreement with United Way-Centraide Canada.

[a] General management and administrative expenditures are incurred to support functional areas and are allocated to fundraising and community impact activities expenses based on the estimated time spent in each area.

	2017 %	2016 %
To fundraising expenses	69.1	65.0
To community impact activities expenses	30.9	35.0

[b] Fundraising cost ratio

	2017 \$	2016 \$
Total revenue	2,351,504	2,670,949
Add: doubtful pledges	70,307	73,263
Total revenue for fundraising	2,421,811	2,744,212
Direct fundraising expenses <i>[schedule 2]</i>	401,260	407,060
Allocation of general management and administration <i>[schedule 2]</i>	241,250	231,860
Total fundraising expenses	642,510	638,920
	26.5%	23.3%

United Way of Thunder Bay Schedule 1

Community Fund Allocations and Donor Designations

Year ended December 31 2017

	Community Fund Allocations \$	Donor Designations \$	Total \$
Canadian Hearing Society	34,381	873	35,254
Canadian Mental Health Association - Thunder Bay Branch	24,633	5,398	30,031
CNIB	51,093	847	51,940
Catholic Family Development Centre	53,019	2,119	55,138
Children's Centre Thunder Bay	54,549	10,325	64,874
Community Arts & Heritage Education Program	5,257	-	5,257
Community Clothing Assistance	32,690	-	32,690
Elizabeth Fry Society of Northwestern Ontario	30,000	175	30,175
Evergreen a United Neighbourhood	24,253	613	24,866
Faye Peterson Transition House	23,876	5,176	29,052
Hospice Northwest	24,085	1,062	25,147
Independent Living Resource Centre	10,981	112	11,093
John Howard Society of Thunder Bay	64,207	955	65,162
Lakehead Social Planning Council	69,080	1,326	70,406
March of Dimes Canada	25,364	3,999	29,363
New Directions Workers' Resource Centre	8,205	-	8,205
Northwestern Ontario Women's Centre	11,000	1,500	12,500
Northwind Family Ministries	11,000	-	11,000
Our Kids Count of Thunder Bay	89,922	17,006	106,928
Regional Food Distribution Association	86,066	6,066	92,132
Roots to Harvest	11,500	1,577	13,077
Shkoday Abinojiiwaak Obimiwedoon	29,903	2,815	32,718
St. Andrew Soup Kitchen Inc.	6,331	5,705	12,036
St. John's Ambulance - Thunder Bay Branch	15,472	1,487	16,959
Thunder Bay and Area Victims Services	1,465	2,918	4,383
Thunder Bay Boys & Girls Club	59,212	9,711	68,923
Thunder Bay Counselling Centre	100,252	1,316	101,568
Thunder Bay Food Bank	47,000	6,754	53,754
Thunder Bay Literacy Group	21,746	1,871	23,617
Volunteer Thunder Bay	23,876	135	24,011
Total funded agencies	1,050,418	91,841	1,142,259
Other registered charities	9,635	249,098	258,733
Other United Ways	-	690	690
Net allocations and donor designations	1,060,053	341,629	1,401,682

Included in community fund allocations is \$954,495 for funded agency programs and \$105,558 for corporate program sponsorship, collaborative fundraising shares and Youth for Community grants.

See accompanying notes to the financial statements.

United Way of Thunder Bay Schedule 1 cont'd

Community Fund Allocations and Donor Designations

Year ended December 31

2016

	Community Fund Allocations \$	Donor Designations \$	Total \$
Canadian Hearing Society	45,155	1,136	46,291
Canadian Mental Health Association - Thunder Bay Branch	26,025	6,180	32,205
CNIB	57,712	1,201	58,913
Canadian Red Cross Society	16,000	9,458	25,458
Catholic Family Development Centre	55,173	2,321	57,494
Children's Centre Thunder Bay	55,893	11,039	66,932
Community Arts & Heritage Education Program	5,500	100	5,600
Community Clothing Assistance	31,972	9,972	41,944
Roots to Harvest	15,670	4,294	19,964
Elizabeth Fry Society of Northwestern Ontario	30,000	400	30,400
Evergreen a United Neighbourhood	25,329	2,505	27,834
Faye Peterson Transition House	31,000	5,648	36,648
Hospice Northwest	25,000	911	25,911
Independent Living Resource Centre	11,250	69	11,319
John Howard Society of Thunder Bay	84,798	1,018	85,816
Lakehead Social Planning Council	70,082	1,236	71,318
March of Dimes Canada	26,722	3,854	30,576
New Directions Workers' Resource Centre	8,000	-	8,000
Northwestern Ontario Women's Centre	11,000	1,190	12,190
Our Kids Count of Thunder Bay	98,491	11,251	109,742
Regional Food Distribution Association	89,537	7,663	97,200
Shkoday Abinojiiwaak Obimiwedoon	31,311	1,163	32,474
St. John's Ambulance - Thunder Bay Branch	3,750	609	4,359
Thunder Bay and Area Victims Services	1,395	2,074	3,469
Thunder Bay Big Brother/Big Sister Association	1,475	4,752	6,227
Thunder Bay Boys & Girls Club	62,000	9,362	71,362
Thunder Bay Counselling Centre	104,531	1,028	105,559
Thunder Bay Food Bank	47,472	8,197	55,669
Thunder Bay Literacy Group	22,000	1,554	23,554
Volunteer Thunder Bay	27,700	179	27,879
Total funded agencies	1,121,943	110,364	1,232,307
Other registered charities	15,323	286,668	301,991
Net allocations and donor designations	1,137,266	397,032	1,534,298

Included in community fund allocations is \$1,000,603 for funded agency programs and \$136,663 for corporate program sponsorship, collaborative fundraising shares and Youth for Community grants.

See accompanying notes to the financial statements.

United Way of Thunder Bay Expenses

Schedule 2

Year ended December 31	2017	2016
	\$	\$
GENERAL MANAGEMENT AND ADMINISTRATIVE		
Amortization	22,757	23,542
Computers and equipment maintenance	23,544	18,311
Employee benefits	26,999	25,486
Mileage and parking	1,959	3,053
Occupancy	83,721	82,927
Office	37,542	44,066
Property taxes	10,582	12,394
Salaries	122,134	130,980
Telephone and communications	12,404	12,940
Utilities	7,490	10,588
	349,132	364,287
Allocation to Thunder Bay Counts	-	(7,579)
	349,132	356,708
Allocation to fundraising expenses <i>[note 16]</i>	(241,250)	(231,860)
Allocation to community impact activities <i>[note 16]</i>	(107,882)	(124,848)
	-	-
FUNDRAISING		
Advertising and public relations	26,020	26,391
Campaign supplies and contracted labour	47,389	51,091
Employee benefits	58,041	53,332
Salaries	259,980	271,579
Travel and training	9,830	4,667
	401,260	407,060
Allocation of general management and administrative expenditures to functional areas <i>[note 16]</i>	241,250	231,860
	642,510	638,920
UNITED WAY COMMUNITY IMPACT ACTIVITIES		
Community impact initiatives	150,059	175,334
Day of Caring	2,805	3,542
United Way of Canada membership	22,813	27,333
Diversity Counts	7,068	-
Thunder Bay Counts	20,312	67,809
	203,057	274,018
Allocation of general management and administrative expenditures to functional areas <i>[note 16]</i>	107,882	124,848
	310,939	398,866