



## Financial Statements

United Way of Greater Moncton and  
Southeastern New Brunswick Region Inc.

December 31, 2020

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# Independent auditor's report

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*To the Members of*

*United Way of Greater Moncton and Southeastern New Brunswick Region Inc.*

## Qualified Opinion

We have audited the financial statements of United Way of Greater Moncton and Southeastern New Brunswick Region Inc. ("the Organization"), which comprise the statement of financial position as at 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 a summary of significant accounting policies.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of United Way of Greater Moncton and Southeastern New Brunswick Region Inc. as at December 31, 2020, 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.

## Basis for Qualified Opinion

In common with many not-for-profit organizations, the Organization 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 Organization. Therefore, we were not able to determine whether any adjustments might be necessary to fundraising revenue, excess of revenues 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 as at January 1 and December 31 for both the 2020 and 2019 years. Our audit opinion on the financial statements for the year ended December 31, 2019 was modified accordingly because of the possible effects of this limitation in scope.

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

**Responsibilities of Management and Those Charged with Governance for the Financial Statement**

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.

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.

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

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the 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 we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the 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.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Moncton, Canada

June 17, 2021



Chartered Professional Accountants

# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Statement of Operations

Year Ended December 31,	Budget	2020	2019
<b>Revenues</b>			
Campaign revenue (Note 10)	\$ 1,875,000	\$ 2,144,933	\$ 2,292,615
Interest income	4,000	4,332	4,477
Donation of buildings	-	-	290,810
Other income	12,872	21,395	64,188
COVID Funding (Note 15)	82,840	1,909,154	-
Municipal grants-Community projects	14,000	5,500	22,432
Contributions for Community Development initiatives	-	642,077	715,382
	<u>1,988,712</u>	<u>4,727,391</u>	<u>3,389,904</u>
<b>Expenditures</b>			
Fundraising expenditures (Page 15)	442,309	346,978	482,514
Allocations expenditures (Page 16)	1,843,792	1,597,549	1,838,238
COVID Relief (Note 15)	-	1,854,896	-
Community building program funding (Page 19)	5,000	710,866	759,070
	<u>2,291,101</u>	<u>4,510,289</u>	<u>3,079,822</u>
<b>Excess of revenues over expenditures</b>	<u>\$ (302,389)</u>	<u>\$ 217,102</u>	<u>\$ 310,082</u>

See accompanying notes and schedules to the financial statements.

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**United Way of Greater Moncton and Southeastern  
New Brunswick Region Inc.**

**Statement of Changes in Net Assets**

Year Ended December 31, 2020

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<b>Net Assets</b>	Internally restricted <u>    funds    </u>	<u>Unrestricted</u>	<u>    2020 Total    </u>
Balance, beginning of year	\$ 1,779,797	\$ 210,162	\$ 1,989,959
Excess of revenues over expenditures	-	217,102	217,102
Inter-funds transfers	<u>(64,312)</u>	<u>64,312</u>	<u>-</u>
Balance, end of year	<u>\$ 1,715,485</u>	<u>\$ 491,576</u>	<u>\$ 2,207,061</u>

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<b>Net Assets</b>	Internally restricted <u>    funds    </u>	<u>Unrestricted</u>	<u>    2019 Total    </u>
Balance, beginning of year	\$ 1,372,508	\$ 307,369	\$ 1,679,877
Excess of revenues over expenditures	-	310,082	310,082
Inter-funds transfers	<u>407,289</u>	<u>(407,289)</u>	<u>-</u>
Balance, end of year	<u>\$ 1,779,797</u>	<u>\$ 210,162</u>	<u>\$ 1,989,959</u>

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See accompanying notes and schedules to the financial statements.

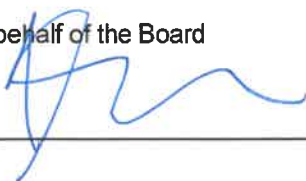
# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Statement of Financial Position

December 31,	2020	2019
<b>Assets</b>		
Cash and cash equivalents	\$ 1,231,373	\$ 353,105
Short-term investments	250,665	250,665
Campaign pledges receivable	1,726,703	1,952,547
Other receivables	180,099	152,950
Prepays	1,500	8,722
Capital assets (Note 4)	<u>1,028,291</u>	<u>876,233</u>
	<b><u>\$ 4,418,631</u></b>	<b><u>\$ 3,594,222</u></b>
<b>Liabilities</b>		
Payables and accruals (Note 5)	\$ 499,469	\$ 442,752
Deferred community contributions	634,003	208,695
Deferred campaign contributions (Note 6)	286,470	352,751
Deferred capital contribution	461,548	258,857
Long term debt (Note 8)	<u>330,080</u>	<u>341,208</u>
	<b><u>2,211,570</u></b>	<b><u>1,604,263</u></b>
<b>Net Assets</b>		
Internally restricted (Note 9)	1,715,485	1,779,797
Unrestricted (Page 4)	<u>491,576</u>	<u>210,162</u>
	<b><u>2,207,061</u></b>	<b><u>1,989,959</u></b>
	<b><u>\$ 4,418,631</u></b>	<b><u>\$ 3,594,222</u></b>

Commitment (Note 13)

On behalf of the Board

  
\_\_\_\_\_  
Director

  
\_\_\_\_\_  
Director

See accompanying notes and schedules to the financial statements

# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Statement of Cash Flows

Year Ended December 31,

2020

2019

(Decrease) in cash and cash equivalents

<b>Operating</b>		
Excess of revenues over expenditures	\$ 217,102	\$ 310,082
Amortization	27,007	15,155
Donation of buildings	-	(290,810)
Change in non-cash operating working capital		
Receivables	198,695	3,105
Prepays	7,222	(5,119)
Payables and accruals	56,717	(28,293)
Deferred community contributions	425,308	(13,967)
Deferred capital contributions	202,691	-
Deferred campaign contribution	(66,281)	(30,292)
	<u>1,068,461</u>	<u>(40,139)</u>
<b>Investing</b>		
Purchase of property	(179,066)	-
	<u>(179,066)</u>	<u>-</u>
<b>Financing</b>		
Proceeds of long term debt	-	20,757
Repayment of long term debt	(11,127)	(8,740)
	<u>(11,127)</u>	<u>12,017</u>
Net increase (decrease) in cash and cash equivalents	878,268	(28,122)
Cash and cash equivalents, beginning of year	<u>353,105</u>	<u>381,227</u>
Cash and cash equivalents, end of year	<u>\$ 1,231,373</u>	<u>\$ 353,105</u>

See accompanying notes and schedules to the financial statements.



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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

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### 1. Purpose of the Organization

The purpose of United Way of Greater Moncton and Southeastern New Brunswick Region Inc. (the "Organization") is to alleviate poverty and facilitate the building of stronger communities by identifying the issues that matter most and the actions and investments that will make the most difference. One of the means that is used to help achieve this purpose is fundraising which enables the Organization to have the ability to provide funding to various non-profit operations in Southeastern NB. The Organization owns rental properties to support Peer Supported housing in the Greater Moncton area. The Organization is incorporated under the New Brunswick Companies Act as a not-for-profit organization. It has registered charity status and is exempt from income tax.

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### 2. Summary of significant accounting policies

#### (a) Accounting for contributions

The Organization follows the deferral method of accounting for contributions which includes grants and donations. Contributions of property and equipment are included as deferred contributions and are amortized to revenue at the same rate and on the same basis as amortization of the related property and equipment.

Restricted contributions are recognized as revenue in the year in which the related expenses are made. 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.

#### (b) Campaign revenues and expenditures

The Organization receives most of its donor revenue from its fall campaign. Note 10 provides a breakdown between cash donations and donations received through payroll deductions which are pledged and recorded as revenue in the current year but will be collected during the course of the subsequent year. Donations received or pledged are treated as revenue in the campaign year unless they are donor designated and meet the criteria for deferred contributions discussed in Note 2(d).

All campaign expenditures are expensed in the year incurred.

#### (c) Campaign pledges receivable

Pledges are recorded as receivable when signed pledge documents are received and the receivables are adjusted to a net realizable value.

#### (d) Deferred campaign contributions

Deferred campaign contributions are comprised of donor designated donations part of the fall campaign. These are deferred in the campaign year and not included as revenue until the subsequent year when the donations are actually paid out to the designated charity.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

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### 2. Summary of significant accounting policies (continued)

#### (e) Amortization of capital assets

Capital assets are stated at cost less accumulated amortization and are being amortized over the estimated lives of the assets. The assets are amortized using the following amortization methods:

	<b>Method</b>	<b>Rate</b>
Computers and office equipment	Declining balance	20%
Building	Declining balance	5%
Leasehold improvement	Straight-line	20 years
Software	Declining balance	55%

The deferred capital contribution is amortized at the same rate and method as the related assets.

#### (f) Use of estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. Significant estimates made by management are the determination of the net realizable value of the pledges receivable.

#### (g) Investments

Short-term investments are measured at fair market value.

#### (h) Government assistance

The Organization recognizes government assistance toward current expenses in the statement of operations. When government assistance received is specified to relate to future expenses, the company defers the assistance and recognizes it in the statement of operations as the related expenses are incurred.

#### (i) Rental income

The Organization recognizes monthly rental income as earned from their tenants based on their ability to pay in support of their low renting housing initiative. The rental income is recorded in the contributions for community development initiatives.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

### 3. Calculation of cost revenue ratios

In accordance with United Way Canada's Transparency, Accountability and Financial Reporting policies, the Organization uses the following method to calculate cost revenue ratios ("CRR"):

	<u>2020</u>	<u>2019</u>
Total revenue	\$ 4,727,391	\$ 3,389,904
Pledge shrinkage (allowance)	<u>113,255</u>	<u>85,648</u>
Total revenue for CRR calculation	<u>\$ 4,840,646</u>	<u>\$ 3,475,552</u>
Breakdown of fundraising expenses on statement of operations		
Direct fundraising expenses	\$ 190,838	262,179
General management and administrative expenses	<u>156,140</u>	<u>220,335</u>
Total fundraising expenses	<u>\$ 346,978</u>	<u>\$ 482,514</u>
Direct fundraising expenses as a percentage of total revenue	3.9%	7.5%
General management and administrative expenses as a percentage of total revenue	<u>3.2%</u>	<u>6.3%</u>
Total fundraising expenses as a percentage of total revenue	<u>7.1%</u>	<u>13.8%</u>

### 4. Capital assets

	<u>2020</u>		<u>2019</u>	
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book value</u>	<u>Net Book Value</u>
Rental Properties				
Land	\$ 140,000	\$ -	\$ 140,000	\$ 100,000
Buildings	659,066	38,350	620,716	507,000
Leasehold improvements	266,551	3,481	263,070	263,455
Computers and equipment	83,156	78,801	4,355	5,444
Software	<u>24,950</u>	<u>24,800</u>	<u>150</u>	<u>334</u>
	<u>\$ 1,173,723</u>	<u>\$ 145,432</u>	<u>\$ 1,028,291</u>	<u>\$ 876,233</u>

Amortization expense for the year is \$27,007.

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**United Way of Greater Moncton and Southeastern  
New Brunswick Region Inc.**  
**Notes to the Financial Statements**

December 31, 2020

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**5. Payables and accrual**

	<u>2020</u>	<u>2019</u>
Trade payable	\$ 67,080	\$ 66,023
Payable to the community	404,779	353,395
Accruals and other payables	<u>27,610</u>	<u>23,334</u>
	<u>\$ 499,469</u>	<u>\$ 442,752</u>

Included in accruals and other payables are deductions payable to the government of \$5,848 (2019 - \$5,644).

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**6. Deferred campaign contributions**

These deferred revenues are comprised entirely of donations from the fall campaign where the donors have designated which charitable organizations are to receive the donations. Due to the timing of the annual campaign close to the end of the fiscal year, these funds will be paid out during the following fiscal year and recognized as revenue with an offsetting expenditure recorded at that time. The designated charitable organizations are described below:

	<u>2020</u>	<u>2019</u>
Registered charities	\$ 117,769	\$ 197,730
Health-partners	86,260	124,766
Other United Ways	22,441	34,255
You Turns-Rogers donation	<u>60,000</u>	<u>-</u>
	<u>\$ 286,470</u>	<u>\$ 352,751</u>

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**7. Operating line of credit**

The Organization has available \$30,000 of line of credit which is unused at December 31, 2020. The line is at prime plus 1%. Secured by a general security agreement covering all of the Organization's assets.

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## United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

### Notes to the Financial Statements

December 31, 2020

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#### 8. Long term debt

	<u>2020</u>	<u>2019</u>
Demand loan, bearing interest at 4.75%, repayable in equal monthly payments of \$1,151, maturing in February 2024, secured by first charge on property with a net book value of \$281,563.	\$ 167,968	\$ 173,631
Demand loan, bearing interest at 4.75%, repayable in equal monthly payments of \$1,111, maturing in February 2024, secured by first charge on property with a net book value of \$300,088.	<u>162,112</u>	<u>167,577</u>
	<u>330,080</u>	<u>341,208</u>

The principal repayments for the next 5 years are as follows:

2021	\$	11,747
2022		12,317
2023		12,915
2024		13,542
2025		14,200

Interest expense of \$16,013 (2019- \$13,875) is recorded in the Peer Supported Housing Project expense.

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#### 9. Internally restricted net assets

	<u>2020</u>	<u>2019</u>
Agencies allocation	\$ 1,130,391	\$ 1,217,242
Operational reserve	250,555	250,555
Building reserve-equity	310,677	299,550
Building reserve-cash	<u>23,862</u>	<u>12,450</u>
	<u>\$ 1,715,485</u>	<u>\$ 1,779,797</u>

The agencies allocation is the amount internally restricted to be paid to different agencies in the community in 2021.

The operational reserve represents funds restricted by the board of directors annually for future operations.

The building reserve represents funds restricted by the board of directors annually for major capital repairs to the apartment buildings. The net increase for the year is the profit generated of \$22,539.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

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10. Campaign revenue	<u>2020</u>	<u>2019</u>
(i) Annual campaign results		
(a) Donations through payroll deductions	\$ 1,048,961	\$ 1,224,933
(b) Cash donations from businesses and individuals	1,064,979	1,107,230
(c) Donations for the previous campaign received and recorded in the current year	<u>17,968</u>	<u>15,807</u>
	<u>2,131,907</u>	<u>2,347,970</u>
(ii) Allowances for uncollectable pledges		
(a) Budgeted allowance for uncollectible pledges	(125,000)	(90,000)
(b) Difference in previous year's uncollectible pledges	11,745	4,352
(iii) Deferred campaign revenue (donor designated)		
(a) Current year donations deferred to next year	(226,470)	(352,751)
(b) Prior year donations recognized in current year	<u>352,751</u>	<u>383,043</u>
	<u>\$ 2,144,933</u>	<u>\$ 2,292,615</u>

Included in campaign revenues are donations processed by other United Way's totalling \$608,155 (2019- \$425,513).

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### 11. Allocations to designated agencies

United Way campaign donors have been able to specify on their pledge forms the name(s) of registered charitable organization(s) to which they wish their contributions be allocated. Designated allocations less a processing charge, if applicable, are paid out by December 31<sup>st</sup> of the applicable campaign year.

United Way campaign donors from the Government of Canada Workplace can also designate allocations to Healthpartners and a federation of 15 national health charities. The payroll deduction pledges relating to this initiative are recorded at December 31, 2020 in receivables and deferred campaign contributions.

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### 12. Financial instrument risk management

The Organization considers any contract creating a financial asset, liability or equity instrument as a financial instrument. The Organization's financial instruments consist of cash and cash equivalents, restricted cash, short-term investments, receivables, payables and accruals and long term debt.

The Organization initially measures its financial assets and liabilities at fair value adjusted for transaction costs. Transaction costs related to financial instruments subsequently measured at fair value are recorded in the statement of earnings on initial measurement. The Organization subsequently measures all of its financial instruments at amortized cost, except for the short term investments which are measured at fair value.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

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### 12. Financial instrument risk management (continued)

The Organization has a comprehensive risk management framework to monitor, evaluate and manage the principal risks assumed with financial instruments. The risks that arise from financial instruments include credit risk, liquidity risk and market risk. Unless otherwise noted it is management's opinion that the Organization is not exposed to other price risks arising from financial instruments.

#### **Credit risk**

Credit risk is the risk that the Organization will incur a loss because the pledges are not recovered. The Organization's financial instruments that are exposed to credit risk include the campaign pledges receivables and other receivables. The Organization establish an allowance of uncollectible pledges based on prior year results.

#### **Liquidity risk**

Liquidity risk is the risk that the Organization may not have cash available to satisfy financial liabilities as they come due. To mitigate this risk, the Organization is internally monitoring this level of liquidity on a regular basis and maintains an operating line of credit as per note 7.

#### **Market risk**

Market risk is the risk that the fair value of future cash flows of a financial instrument, that is short-term investments, will fluctuate because of changes in market prices. For purposes of this disclosure, the Organization segregates market risk into two categories: interest rate risk and fair value risk. The Organization is exposed to interest rate risk and fair value risk.

*i) Interest rate risk*

Interest rate risk is the potential for loss arising from changes in interest rates. Financial instruments that potentially subject the Organization to interest rate risk are the short-term investments. The Organization does not hedge interest rate risk.

*ii) Fair value risk*

Fair value risk is the potential for loss from an adverse movement in the value of a financial instrument. The Organization incurs fair value risk on its short-term investments. The Organization does not hedge its fair value risk.

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### 13. Commitment

The Organization entered into a 20 year lease for office space which commenced December 1, 2011. The terms of the lease require annual fixed rental fees of \$33,220 plus HST and an additional fluctuating annual operational rental fee of approximately \$26,395 plus HST.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Notes to the Financial Statements

December 31, 2020

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### 14. Government of Canada Workplace Charitable Campaign expenses

Started for the 2013 campaign, the GCWCC National Finance Office will recover the costs on behalf of local United Ways from Health-partners and reimburse each United Way at the end of the campaign. The cost recovery formula will be consistent with the current formula used by the National Finance Office to recover costs incurred in the National Capital Region. Health-partners will pay for their pro-rata share of the actual costs directly attributable to the GCWCC based on Health-partner's percentage of the total revenue.

<b>Costs</b>	<b><u>2020</u></b>	<b><u>2019</u></b>
Salaries and benefits	\$ 4,400	\$ 4,138
Meeting and travel	75	80
Event expenses	2	91
Office supplies	218	240
Campaign Supplies & Materials	269	647
Communications & Marketing	322	387
Printing & Distribution	115	408
Telecom & IT	693	799
Bank & Credit Card Charges	6,122	6,555
Other Direct Costs	<u>64</u>	<u>94</u>
	<b><u>\$ 12,280</u></b>	<b><u>\$ 13,439</u></b>

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### 15. Impact of COVID-19

Since December 31, 2019, the spread of COVID-19 has severely impacted many local economies around the globe. In many countries, including Canada, organizations are being forced to cease or limit operations for long or indefinite periods of time. The duration and impact of COVID-19, as well as the effectiveness of the government and central bank responses remains unclear at this time. It is not possible to reliably estimate the duration and severity of these consequences, as well as their impact on the financial position and results of the company for future periods, including the annual fundraising campaign and resulting community allocations.

During the year, the Organization was eligible for government wage subsidies for the amount of \$140,940. The subsidy is recorded against the salaries and benefits expense and is included in other receivables at year end.

Also, the entity adjusted its budget for its campaign goal from \$2,400,000 to \$2,000,000 for the 2020 campaign due to an expected drop in fundraising income caused by the pandemic.

In response to the COVID-19 pandemic, the entity was awarded special funding from two sources: Emergency Community Support Funding (ECSF) and the Atlantic Compassion Fund (ACF). These two funds contributed \$1,109,355 and \$946,324 respectively during 2020. The objective of these funds is to efficiently support local community initiatives supporting marginalized communities. Of these funds, \$1,684,299 was allocated to other charitable organizations in the communities, \$167,595 was spent on community program expenses administered by the United Way, \$3,002 was recognized as an administrative fee within COVID Relief expenses. Another \$54,258 was recognized as an administrative fee through other expense items and \$146,525 is expected to be spent in 2021. The revenue relating to these unspent funds was deferred and is included in the deferred community contributions.

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Schedule of Fundraising Expenditures

Year Ended December 31	2020	2019
	<u>Budget</u>	<u>Actual</u>
Amortization	\$ 1,293	\$ 994
AGM	300	605
Campaign expenditures:		
GCWCC	61,000	58,542
Kickoff	1,000	938
Supplies	8,000	1,719
Celebration	2,500	2,011
Cleaning and repairs	2,340	2,397
Conventions and travel	-	-
Donation Tracker Support	2,500	2,534
Insurance	4,500	3,143
Interest and bank charges	8,000	8,279
Songs of the City	2,000	3,775
Soupfest	1,500	4,430
Loaned rep expenditures	1,500	128
Marcomm/Marketing	4,000	2,485
Media	3,800	1,999
Meetings - general	1,600	464
Meetings - New Brunswick UW's	-	-
Memberships	2,763	2,488
Office supplies	1,800	1,678
Office equipment leasing and servicing	1,650	1,581
Office furniture and equipment	1,200	2,074
Parking	4,500	4,850
Postage	2,600	2,779
Professional development	1,900	1,256
Professional fees	16,700	18,729
Public relations	3,300	1,915
Rent	38,306	38,452
Salaries and benefits	252,092	167,707
Taylor Newberry Training	-	-
Sundry	840	809
Technology	1,200	3,363
Telephone and fax	5,400	4,661
Training	-	-
Translation	1,125	-
Travel	1,100	194
	<u>\$ 442,309</u>	<u>\$ 346,978</u>
		<u>\$ 482,514</u>

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**United Way of Greater Moncton and Southeastern  
New Brunswick Region Inc.**

**Schedule of Allocations Expenditures**

Year Ended December 31,

**2020**

**2019**

	<u>Budget</u>	<u>Actual</u>	<u>Actual</u>
a) Moncton Region United Way Funded Agencies (Page 18)	\$ 1,241,350	<b>\$ 1,064,345</b>	\$ 1,163,755
b) Other designated agencies	193,745	<b>180,450</b>	188,192
c) Designations sent directly to and distributed by United Ways and individual companies	34,105	<b>34,255</b>	51,385
d) Designations sent directly to and distributed by Healthpartners	123,975	<b>124,766</b>	143,010
e) Community service expenditures (Page 17)	<u>250,617</u>	<u><b>193,733</b></u>	<u>291,896</u>
	<u><b>\$ 1,843,792</b></u>	<u><b>\$ 1,597,549</b></u>	<u><b>\$ 1,838,238</b></u>

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## United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

### Schedule of Community Service Expenditures

Year Ended December 31,

2020

2019

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	<u>Budget</u>	<u>Actual</u>	<u>Actual</u>
Amortization	\$ 862	\$ 663	\$ 862
AGM	200	403	336
Cleaning and repairs	1,560	1,598	1,688
Community development	5,000	5,287	11,150
Conventions and travel	500	561	3,165
Media	800	1,063	1,117
Meetings - general	1,900	1,244	2,607
Meetings - New Brunswick UW's	-	-	139
Memberships	1,842	1,659	1,816
Office supplies	1,200	1,119	1,480
Office equipment leasing and servicing	1,100	1,054	568
Office furniture and equipment	800	1,383	1,879
Parking	3,000	3,233	5,470
Postage	400	399	398
Professional development	1,600	535	919
Public relations	1,200	1,068	1,402
Recognition	1,000	440	667
Rent	25,538	25,634	25,138
Salaries and benefits	191,555	135,945	215,323
Taylor Newberry Training	-	-	5,485
Sundry	560	539	779
Technology	5,300	6,343	5,241
Telephone and fax	3,600	3,107	3,057
Translations	700	201	-
Travel	400	254	1,212
	<u>\$ 250,617</u>	<u>\$ 193,733</u>	<u>\$ 291,896</u>

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# United Way of Greater Moncton and Southeastern New Brunswick Region Inc.

## Schedule of Community Funding

Year Ended December 31,

2020

2019

	<u>Budget</u>	<u>Actual</u>	<u>Actual</u>
<b>Community Funding:</b>			
Ability NB	32,000	<b>30,480</b>	30,000
Ensemble Greater Moncton	55,000	<b>52,388</b>	55,000
Anglophone East School Dist.	90,000	<b>85,725</b>	80,000
Atlantic Wellness Community Centre	30,000	<b>28,575</b>	30,000
Beauséjour Family Crisis Resource Centre	44,562	<b>42,445</b>	39,600
Big Brothers Big Sisters	70,000	<b>66,675</b>	50,000
Big Cove First Nations Wellness Committee	78,000	<b>74,295</b>	78,128
Boys and Girls Club of Moncton	80,000	<b>76,200</b>	70,000
CMHA	47,347	<b>19,496</b>	-
CNIB	33,500	<b>31,909</b>	51,225
Crossroad for Women	-	-	50,000
Dieppe Boys and Girls Club	40,000	<b>38,100</b>	39,500
District Scolaire Francophone Sud	50,000	<b>37,500</b>	50,000
Maison des Jeunes	20,000	<b>19,050</b>	20,000
Moncton Headstart	135,000	<b>86,438</b>	70,000
Open Sky Co-operative Ltd.	70,000	<b>66,675</b>	80,000
PEDVAC	50,000	<b>37,500</b>	50,000
Petitcodiac Boys and Girls Club	45,000	<b>11,250</b>	60,000
Ray of Hope	21,833	<b>21,833</b>	24,196
Riverview Boys and Girls Club	50,000	<b>47,625</b>	75,000
Salvus Clinic	25,000	<b>23,813</b>	-
Tele-Drive Albert County	-	-	25,000
Youth Impact	75,000	<b>71,438</b>	75,000
YWCA	75,000	<b>71,438</b>	43,500
	<u>1,217,242</u>	<b><u>1,040,846</u></b>	<u>1,146,149</u>
United Way of Canada	25,608	<b>25,330</b>	21,418
Forfeited Community Funding	<u>(1,500)</u>	<b><u>(1,830)</u></b>	<u>(3,812)</u>
	<b><u>\$ 1,241,350</u></b>	<b><u>\$ 1,064,345</u></b>	<b><u>\$ 1,163,755</u></b>

**United Way of Greater Moncton and Southeastern  
New Brunswick Region Inc.  
Schedule of Community Funding (continued)**

Year Ended December 31,	2020	2019
<b>Community development initiatives:</b>		
Community events	\$ 21,832	\$ 30,365
211 NB	22,268	-
Community Inclusion Network	41,466	70,964
Day of Caring	1,383	23,989
Inspiration Café	68,114	-
Our Food SENB	68,511	85,742
Peer Supported Housing Project	199,881	248,408
Peer Supported Housing 42 Edmond	74,914	51,892
Peer Supported Housing 64 Drummond	37,024	-
You Turns Coordinator	67,948	68,228
Diversity Champion	-	19,775
Child & Youth Mental Health	-	17,047
Network of Excellence (Corridors)	88,087	65,571
ACCESS	13,474	-
Provincial Strategic Coordinator	5,964	-
Out of the Cold Shelter	-	77,089
	<b>\$ 710,866</b>	<b>\$ 759,070</b>

