

Financial Statements of

**UNITED WAY/CENTRAIDE
WINDSOR-ESSEX COUNTY**

Year ended March 31, 2023



KPMG LLP
618 Greenwood Centre
3200 Deziel Drive
Windsor ON N8W 5K8
Canada
Telephone (519) 251-3500
Fax (519) 251-3530

INDEPENDENT AUDITOR'S REPORT

To the Members of United Way/Centraide Windsor-Essex County

Opinion

We have audited the financial statements of United Way/Centraide Windsor-Essex County (the United Way), which comprise:

- the statement of financial position as at March 31, 2023
- the statement of operations for the year then ended
- the statement of changes in net asset for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the “financial statements”).

In our opinion, the accompanying financial statements, present fairly, in all material respects, the financial position of the United Way as at March 31, 2023, and its results of operations and changes in fund balances and its cash flows for the year then ended in accordance with Canadian Accounting standards for not-for-profit organizations.

Basis for Opinion

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 auditor’s report.

We are independent of the United Way 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 opinion.



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

Those charged with governance are responsible for overseeing the United Way'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 the 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 United Way's internal control.



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- 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 United Way'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 United Way 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.
- 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.

A handwritten signature in black ink that reads 'KPMG LLP'. The signature is written in a cursive, slightly slanted style. Below the signature is a single horizontal line that starts under the 'K' and ends under the 'P'.

Chartered Professional Accountants, Licensed Public Accountants

Windsor, Canada
September 27, 2023

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

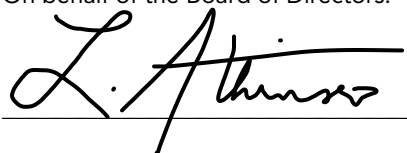
Statement of Financial Position

March 31, 2023 with comparative information for 2022

	2023	2022
Assets		
Current assets:		
Cash and cash equivalents	\$ 1,553,557	\$ 2,921,790
Short-term investments (note 4)	624,666	415,116
Fundraising pledges receivable, net (note 3)	1,774,611	1,934,239
Other receivables	134,263	162,619
Prepaid expenses	44,401	53,497
	<u>4,131,498</u>	<u>5,487,261</u>
Long-term investments (note 4)	883,770	875,393
Capital assets (note 5)	260,041	186,330
	<u>\$ 5,275,309</u>	<u>\$ 6,548,984</u>
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 732,936	\$ 625,502
Deferred grant revenue (note 6)	234,029	259,191
Designated gifts payable	728,918	1,053,517
	<u>1,695,883</u>	<u>1,938,210</u>
Accrued benefit obligation (note 7)	445,158	505,284
Net assets:		
Invested in capital assets	260,041	186,330
Internally designated for Capital Fund (note 2)	186,095	295,032
Internally designated for Tomorrow Fund (note 2)	874,275	875,725
Internally designated for Operating Fund (note 2)	1,813,857	2,748,403
	<u>3,134,268</u>	<u>4,105,490</u>
Commitments (note 8)		
	<u>\$ 5,275,309</u>	<u>\$ 6,548,984</u>

See accompanying notes to financial statements.

On behalf of the Board of Directors:

 Director

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Statement of Operations

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
Revenue:		
Fundraising Revenue	\$ 4,808,643	\$ 4,430,524
Bequests	15,174	87,327
Funds transferred to other United Ways/Centraides	(675)	(1,286)
Gross Fundraising Revenue	4,823,142	4,516,565
Pledge shrinkage	(355,565)	(164,158)
Net Fundraising Revenue	4,467,577	4,352,407
Grants	449,728	681,802
Sponsorships	29,616	35,234
Investment income	81,901	42,770
Other revenue (Schedule 5)	162,441	140,278
Canada Community Support Relief Fund	44,813	-
Total Revenue	5,236,076	5,252,491
Expenses:		
Fundraising Expenses (Schedule 6)	(1,483,392)	(1,354,320)
Net Revenue available for Community Investments	3,752,684	3,898,171
Community Investments		
Funding for Cradle to Career Strategies (Note 8, Schedule 1)	1,123,645	-
Transition Funding for Funded Initiatives (Schedule 2)	267,263	867,765
United Way Delivered Community Programs (Schedules 3, 6)	3,148,873	2,510,083
Other Funding (Schedule 4)	100,739	128,334
Designations – HealthPartners & Other Agencies	105,463	87,140
Canada Community Support Relief Fund (Note 11)	44,813	-
Total Community Investments	4,790,796	3,593,322
(Deficiency) Excess of revenue over expenses	\$ (1,038,112)	\$ 304,849

See accompanying notes to financial statements.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Statement of Changes in Net Assets

Year ended March 31, 2023 with comparative information for 2022

2023	Invested in capital assets	Capital Fund	Tomorrow Fund	Operating Fund	Total
Balance, beginning of year	\$ 186,330	\$ 295,032	\$ 875,725	\$ 2,748,403	\$ 4,105,490
(Deficiency) excess of revenues over expenses	(108,751)	-	23,550	(952,911)	(1,038,112)
Actuarial gain on accrued benefit obligation (Note 7)	-	-	-	66,890	66,890
Fund transfers	-	73,525	(25,000)	(48,525)	-
Purchase of capital assets	182,462	(182,462)	-	-	-
Balance, end of year	\$ 260,041	\$ 186,095	\$ 874,275	\$ 1,813,857	\$ 3,134,268

2022	Invested in capital assets	Capital Fund	Tomorrow Fund	Operating Fund	Total
Balance, beginning of year	\$ 106,904	\$ 415,790	\$ 774,084	\$ 2,240,648	\$ 3,537,426
Excess (deficiency) of revenues over expenses	(69,788)	-	101,641	272,996	304,849
Actuarial gain on accrued benefit obligation (Note 7)	-	-	-	263,215	263,215
Fund transfers	-	28,456	-	(28,456)	-
Purchase of capital assets	149,214	(149,214)	-	-	-
Balance, end of year	\$ 186,330	\$ 295,032	\$ 875,725	\$ 2,748,403	\$ 4,105,490

See accompanying notes to financial statements.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Statement of Cash Flows

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
Cash provided by (used in):		
Operating activities:		
(Deficiency) excess of revenues over expenses	\$(1,038,112)	\$ 304,849
Items not involving cash:		
Amortization of capital assets	108,751	69,788
Non-cash accrued benefit obligation	6,764	16,811
Change in fair value of investments	(17,927)	(14,614)
Change in non-cash operating working capital		
Fundraising pledges receivable, net	159,628	(459,080)
Other receivables	28,356	20,415
Prepaid expenses	9,096	(5,075)
Accounts payable and accrued liabilities	107,434	(127,747)
Deferred grant revenue	(25,162)	(96,181)
Designated gifts payable	(324,599)	19,704
	(985,771)	(271,130)
Investing activities:		
Short term investments	(200,000)	4,861
Long term investments	-	(146,000)
Purchase of capital assets	(182,462)	(149,214)
	(382,462)	(290,353)
Net decrease in cash and cash equivalents	(1,368,233)	(561,483)
Cash and cash equivalents, beginning of year	2,921,790	3,483,273
Cash and cash equivalents, end of year	\$ 1,553,557	\$ 2,921,790

Of the above amounts of cash and cash equivalents \$188,349 at March 31, 2023 (2022 - \$116,755) was restricted under the terms of various grant agreements.

See accompanying notes to financial statements.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

1. Purpose of Organization:

United Way/Centraide Windsor-Essex County ("United Way") is a registered Canadian Charitable Public Foundation incorporated as a corporation without share capital under the Ontario Not-for-Profit Corporations Act. As a registered charitable public foundation under the Income Tax Act, United Way is exempt from income taxes provided certain requirements of the Income Tax Act are met.

United Way's mission is to "Ignite the desire in everyone to improve lives and build strong communities". In 2019 United Way committed to support the collective work of ProsperUs as its backbone organization. ProsperUs is an outcome focused collective impact initiative of over 50 system-leading organizations from across our community who share accountability to support children from Cradle to Career.

2. Significant accounting policies:

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

(a) Fund accounting:

In order to ensure Board and external restrictions placed on the use of resources available to United Way are properly accounted for, resources are classified for accounting and reporting purposes into the following funds:

- (i) The Operating Fund accumulates funds to minimize the effect of adverse economic results in any particular period and to provide cash flow and a source of funds for funding decisions as well as for emergencies and other needs.
- (ii) The Tomorrow Fund was established by the Board of Directors effective January 1, 1994. The purpose of the Fund is to provide funding for Venture grants, capital projects other than land and buildings, emergency funding and other purposes as may be determined by the Board of Directors. Revenue from bequests, memorials, life insurance proceeds, designated gifts and investment income related to investments held in the Fund are transferred to The Tomorrow Fund, net of planned giving expenses.
- (iii) The Capital Fund was established to accumulate funds to support future capital expenditures. Amounts are internally designated to this fund by the Board of Directors.

(b) Revenue recognition:

United Way follows the deferral method of accounting for contributions which include donations and various grants.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

2. Significant accounting policies (continued):

(b) Revenue recognition (continued):

Gifts made that have been received by year end are recognized as revenue in the period they are received. Pledges made during the year are recognized as revenue in the period in which the pledge is received and employee amounts pledged are typically received in the following calendar year by way of payroll deduction. Fundraising expenses are expensed in the period they are incurred.

Restricted contributions are recognized as revenue in the period in which the related expenses are incurred. These, along with designated donations received under flow-through arrangements for other charities that have not been disbursed at period end, are recorded as designated gifts payable on the statement of financial position. Upon disbursement, the payment is recorded as an expense and the donation is recorded as fundraising revenue.

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

Revenue from fees and rental income is recognized when the services are provided.

(c) Cash and cash equivalents:

Cash and cash equivalents include cash on hand and short-term deposits which are highly liquid with original maturities of less than three months. During the year, these funds earned interest at an average of 3.0% (2022 – 0.9%).

(d) Capital assets:

Purchased capital assets are recorded at cost. Repairs and maintenance costs are charged to expense. Betterments which extend the estimated life of an asset are capitalized. When a capital asset no longer contributes to United Way's ability to provide services, its carrying amount is written down to its residual value.

Capital assets are amortized on a straight-line basis using the following annual rates:

	Rate
Leasehold improvements	over the term of the remaining lease
Equipment	3 -10 years

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

2. Significant accounting policies (continued):

(e) Employee future benefits:

United Way maintains a defined contribution pension plan for the benefit of employees. Contributions to the plan by United Way are recognized as they become payable.

United Way also provides post-retirement benefits such as life insurance and health and welfare coverage to certain employees who retire from active employment. Employees commencing employment on or after January 1, 2008 are not eligible for post-retirement benefits.

United Way accrues its obligations for post-retirement benefits as the eligible employees render the services necessary to earn benefits. The actuarial determination of the accrued benefit obligation uses the projected benefit method prorated on service (which incorporates management's best estimate of cost escalation, retirement ages of employees and other actuarial factors). The measurement date of the accrued benefit obligation coincides with United Way's fiscal year. The most recent actuarial valuation of the benefit plans for accounting purposes was as of March 31, 2022.

Actuarial gains (losses) arise from differences between actual and expected experience and from changes in the actuarial assumptions used to determine the accrued benefit obligation. Gains and losses are recognized as experienced directly to net assets.

Past service costs arising from plan amendments are also recognized directly to net assets at the date of amendment.

(f) Use of estimates:

The preparation of financial statements in conformity with Canadian Accounting Standards for Not-For-Profit Organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during reporting periods.

Significant items subject to such estimates and assumptions include the carrying value of capital assets, the allowance for shrinkage on fundraising pledges receivable, and the valuation of post-retirement benefits. Actual results could differ from those estimates.

(g) Comparative information:

Certain comparative figures have been reclassified from the previous financial statements to conform to the presentation of the current year financial statements.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

2. Significant accounting policies (continued):

(h) Contributed services:

United Way greatly benefits from the substantial number of hours and other resources contributed by volunteers and organizations in carrying out its mission and service delivery activities. Because of the difficulty in quantifying these contributions and then determining their fair market value, contributed services are not recognized in the financial statements.

(i) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. United Way has elected to carry investments in market-tracking equity funds, fixed income securities and mutual funds at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred.

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

(j) Allocated expenses:

United Way incurs expenditures related to administration, marketing and communication that are not directly attributable to one aspect of United Way's operations. These expenditures are allocated to the operating activities of Fundraising and United Way Delivered Community Programs based on number of employees and total salary and benefits of the employees in each of those activities, as well as square footage of floor space occupied by each of those activities. Expenditures are not allocated to grant funded programs when these expenses are provided as in-kind support to these activities.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

3. Fundraising pledges receivable:

	2023	2022
Fundraising pledges receivable	\$ 2,443,542	\$2,668,615
Less allowance for pledge shrinkage	(668,931)	(734,376)
	\$ 1,774,611	\$ 1,934,239

4. Investments:

Short term investments

Short term investments comprise fixed income securities which have a weighted average effective interest rate of 3.7% (2022 – 0.8%) and a weighted average term to maturity of 0.9 years (2022 – 0.5 years).

Long term investments

	2023	2022
Fixed income securities	\$ 724,388	\$ 737,701
Common shares	125,505	135,472
Mutual funds / Cash	33,877	2,220
	\$ 883,770	\$ 875,393

The fixed income securities have a weighted average effective interest rate of 4.0% (2022 – 2.1%) and a weighted average term to maturity of 2.3 years (2022 – 1.2 years).

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

5. Capital assets:

2023	Cost	Accumulated amortization	Net book value
Equipment	\$ 723,223	\$ 463,182	\$ 260,041
Leasehold improvements	612,952	612,952	-
	\$ 1,336,175	\$ 1,076,134	\$ 260,041

2022	Cost	Accumulated amortization	Net book value
Equipment	\$ 686,204	\$ 499,874	\$ 186,330
Leasehold improvements	612,952	612,952	-
	\$ 1,299,156	\$ 1,112,826	\$ 186,330

6. Deferred grant revenue:

Deferred grant revenue represents unspent resources externally restricted for special projects received in the current period that will be expended in a future period. Changes in the deferred grant balance are as follows:

	2023	2022
Balance, beginning of year	\$ 259,191	\$ 355,372
Add amount received in the year	374,837	526,823
Less amount recognized as revenue in the year	(399,999)	(623,004)
	\$ 234,029	\$ 259,191

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

7. Accrued benefit obligation:

During 2008 United Way amended plan eligibility criteria for employees and determined that employees commencing employment on or after January 1, 2008, are not eligible for post-retirement benefits. A valuation as at March 31, 2022 has been used to determine the benefit costs for the current period. The accrued benefit obligation is unfunded.

The change in the accrued benefit obligation is as follows:

	2023	2022
Accrued benefit obligation, beginning of year	\$ 505,284	\$ 751,688
Net periodic benefit cost:		
Current service cost	9,573	14,647
Interest	20,135	24,542
	29,708	39,189
Less: benefits paid	(22,944)	(22,378)
	6,764	16,811
Actuarial gain recognized in net assets	(66,890)	(263,215)
Accrued benefit obligation, end of year	\$ 445,158	\$ 505,284

The significant actuarial assumptions adopted in estimating United Way's accrued benefit obligations are as follows:

	2023	2022
Discount rate	5.00%	4.00%
Health care cost trend rate	7.0% in 2022 decreasing to 4.0% in 2042	
Employee average remaining service life	11.2 years	11.5 years

The approximate impact of a change in the discount rate is:

Change in obligation for 1% increase in discount rates	\$ (53,400)
Change in obligation for 1% decrease in discount rates	\$ 66,800

The approximate impact of a change in health insurance trend rates is:

Change in obligation for 1% increase in trend rates	\$ 71,200
Change in obligation for 1% decrease in trend rates	\$ (57,900)

United Way also maintains a defined contribution pension plan for the benefit of employees. Contributions to the plan in the period were \$74,511 (2022 - \$68,722).

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

8. Commitments:

Funded Initiatives

United Way is in the process of transitioning all of its impact funding to programs supporting the Cradle to Career strategy of the collective impact initiative known as ProsperUS in three priority neighbourhoods; Downtown Windsor, West Windsor and Leamington. In March 2022 the ProsperUS collective, for which United Way is the backbone organization, announced the launch of Ignite Academy, a set of comprehensive out-of-school supports with a funding commitment of \$6.5m over 5 years commencing that year.

United Way committed to extend transition funding for certain organizations for various periods through to March 2024. The maximum amounts that could be paid out under these commitments is \$172,740.

The above commitments are dependent on continued program delivery and the continued ability of United Way to raise and receive sufficient funds.

Long-term leases

United Way leases a property located at 300 Giles Blvd. East. In 2015 United Way entered into a new lease commencing July 1, 2015, for a 10 year period to June 30, 2025. Annual future lease payments are \$96,530 until the expiry of the lease.

9. Financial risks and concentration of risk:

(a) Investment risk management:

Risk management relates to the understanding and active management of risks associated with all areas of the business and associated operating environment. Investments are primarily exposed to interest rate and market risk. United Way mitigates these risks with an investment policy designed to limit exposure and concentration while achieving an acceptable return within reasonable risk tolerances, consulting with a professional investment advisor.

(b) Currency risk:

United Way is exposed to financial risks as a result of exchange rate fluctuations and the volatility of these rates. In the normal course of business, United Way receives donations denominated in U.S. dollars and holds a limited amount of funds in U.S. dollars. There has been no significant changes in U.S. dollar holdings from year to year.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

9. Financial risks and concentration of risk (continued):

(c) Credit risk:

Credit risk refers to the risk that a counterparty may not meet its obligations resulting in a financial loss. Fundraising pledges receivable and other receivables are subject to credit risk. United Way assesses collectability and provides for any amounts that are not collectible in the allowance for doubtful accounts. Cash and cash equivalents are held in credit-worthy financial institutions. Cash positions are diversified to short term investments amongst credit worthy financial institutions in order to better address credit risk.

(d) Market and interest rate risks:

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

The value of securities denominated in a currency other than Canadian dollars will also be affected by changes in the value of the Canadian dollar in relation to the value of the currency in which the security is denominated.

(e) Capital and liquidity risks:

United Way's policy is to maintain minimum reserve funds so as to maintain its ability to sustain future development and meet its commitments to funded initiatives. Management and the Board actively monitor cash collections, forecast minimum fund levels as well as forecast fundraising results, funding commitments and operating requirements.

Liquidity risk is the risk that United Way will be unable to fulfill its obligations on a timely basis or at a reasonable cost. United Way manages its liquidity risk by monitoring its operating requirements and cashflows. United Way prepares budget and forecasts to ensure it has sufficient funds to fulfill its obligations.

UNITED WAY/CENTRAIDE WINDSOR-ESSEX COUNTY

Notes to Financial Statements

Year ended March 31, 2023

10. Calculation of Cost Revenue Ratios:

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

	2023		2022	
Total Revenue	\$ 5,236,076		\$ 5,252,491	
Direct Costs of Fundraising	\$ 1,003,722	19.2%	\$ 920,201	17.5%
Cost of Administration & Marketing	\$ 479,670	9.2%	\$ 434,119	8.3%
Total Fundraising Expense	\$ 1,483,392	28.3%	\$ 1,354,320	25.8%

11. Canada Community Support Relief Fund – Program Support Expenses

In 2023 United Way entered into an agreement with United Way Centraide Canada to locally administer the Government of Canada's Community Support Relief Fund. Funding of \$198,724 was received being the portion allocated for administration of the program over 2 years. Of this amount \$44,813 was used in the year to begin the administration of the program. After the year end a further \$1,535,605 was received which was subsequently granted to successful applicants in the community.

UNITED WAY / CENTRAIDE WINDSOR - ESSEX COUNTY

Funding for Cradle to Career Strategies

Schedule 1

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
Arts Can Teach	50,544	-
Big Brother/Big Sisters of Windsor and Essex County	139,825	-
Family Services Windsor-Essex	316,708	-
Multicultural Council of Windsor and Essex County	303,310	-
South Essex Community Council	313,258	-
	\$ 1,123,645	\$ -

Transition Funding for Funded Initiatives

Schedule 2

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
Big Brother/Big Sisters of Windsor and Essex County	-	169,456
East Windsor Community Service Centre (Drouillard Place)	-	30,156
Family Services Windsor-Essex	94,523	283,853
Housing Information Services	-	29,430
Sandwich Teen Action Group	-	51,870
South Essex Community Council	-	92,220
Unemployed Help Centre of Windsor Inc.	172,740	172,740
Windsor-Essex Family Network	-	38,040
	\$ 267,263	\$ 867,765

UNITED WAY / CENTRAIDE WINDSOR - ESSEX COUNTY

Schedule of Operating Expenses -
United Way Delivered Community Programs by Activity

Schedule 3

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
Cradle to Career Leadership and Development		
Community Investment Planning & Oversight	\$ 64,205	\$ 61,792
Cradle to Career Development	210,452	228,178
Cradle to Career Data & Evaluation	221,473	208,347
Cradle to Career Capacity Building	133,918	143,387
Cradle to Career Solution Development	290,052	204,615
Cradle to Career Advocacy	147,853	151,227
ProsperUS Leadership Council	13,987	1,803
Cradle to Career Programming		
On Track to Success - Priority Neighbourhoods	1,036,833	584,921
On Track to Success - Post Secondary Access and Inclusion	90,377	99,651
On Track to Success - Program Evaluation Grant	-	20,361
Ignite Academy Academic Support	82,509	-
Summer Nutrition Program	120,802	72,722
Backpacks for Success	51,892	56,891
Rebuilding Wheels Rebuilding Lives	3,272	5,500
Other programming and engagement		
Labour Programs & Services	148,386	133,852
Labour Appreciation Awards	15,024	9,752
Up2Youth Program	84,388	74,784
WESTEAM Program	-	30,455
Volunteer Centre	28,058	26,216
Student, Youth, Women and Retiree Engagement	322,871	296,652
Community Benefits	39,071	58,136
Community Meeting Rooms	43,450	40,841
	\$ 3,148,873	\$ 2,510,083

UNITED WAY / CENTRAIDE WINDSOR - ESSEX COUNTY

Other Funding

Schedule 4

Year ended March 31, 2023 with comparative information for 2022

	2023	2022
211 - Information and Referral	\$ 47,896	\$ 47,896
Greater Essex County District School Board - Camp Wonder	-	37,500
Tampon Tuesday products	11,602	-
United Way Canada / Centraide Canada	41,241	42,938
	<u>\$ 100,739</u>	<u>\$ 128,334</u>

UNITED WAY / CENTRAIDE WINDSOR - ESSEX COUNTY

Schedule of Other Revenue

Schedule 5

Year ended March 31, 2023 with comparative information for 2022

	Fundraising		United Way Delivered Community Programs		Administration and General Operations		Total	
	2023	2022	2023	2022	2023	2022	2023	2022
Revenue:								
Occupancy	-	-	-	-	76,102	75,036	76,102	75,036
Other	1,670	2,043	59,437	44,371	25,232	18,828	86,339	65,242
	\$ 1,670	\$ 2,043	\$ 59,437	\$ 44,371	\$ 101,334	\$ 93,864	\$ 162,441	\$ 140,278

UNITED WAY / CENTRAIDE WINDSOR - ESSEX COUNTY

Schedule of Operating Expenses

Schedule 6

Year ended March 31, 2023 with comparative information for 2022

	Fundraising		United Way Delivered Community Programs		Administration, Marketing & Communication	
	2023	2022	2023	2022	2023	2022
Salaries	\$ 624,731	\$ 535,967	\$ 1,465,102	\$ 1,355,120	\$ 585,269	\$ 519,705
Fringe benefits	124,523	111,147	296,494	243,412	111,043	111,618
Occupancy	83,931	78,890	85,721	63,926	88,767	83,436
Office	16,178	13,661	36,152	25,713	19,765	17,574
Recruitment and education	2,358	1,723	37,969	11,684	12,828	5,161
Promotion and publicity	75,918	106,737	19,518	13,343	19,639	27,921
Purchased services	44,947	45,692	74,898	75,540	70,804	72,004
Amortization of capital assets	21,255	20,399	66,241	28,990	21,255	20,399
Program Supplies & Misc.	9,881	5,985	587,108	258,236	29,970	10,420
	1,003,722	920,201	2,669,203	2,075,964	959,340	868,238
Allocation of administration, marketing and communication expenses	479,670	434,119	479,670	434,119	(959,340)	(868,238)
	\$ 1,483,392	\$ 1,354,320	\$ 3,148,873	\$ 2,510,083	\$ -	\$ -