

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Financial Statements

Year Ended March 31, 2022

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

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Year Ended March 31, 2022

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INDEPENDENT AUDITOR'S REPORT

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

Qualified Opinion

I have audited the financial statements of UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC. (the organization), which comprise the statement of financial position as at March 31, 2022, and the statements of operations, changes in net assets and cash flow for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of my report, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2022, and the results of its operations and cash flow for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

Basis for Qualified Opinion

In common with many not-for-profit organizations, the organization derives revenue from donations and fundraising activities the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the organization. Therefore, I was not able to determine whether any adjustments might be necessary to campaign and other revenues, excess (deficiency) of revenues over expenses, and cash flows from operations for the year ended March 31, 2022, current assets and net assets as at March 31, 2022. My audit opinion on the financial statements for the year ended March 31, 2021 was modified accordingly because of the possible effects of this limitation of scope.

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

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with ASNPO, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.

(continues)

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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



St. John's, NL
July 4, 2022

CHARTERED PROFESSIONAL ACCOUNTANT

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Statement of Financial Position

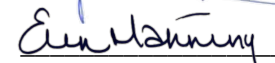
As at March 31, 2022

	2022	2021
ASSETS		
CURRENT		
Cash	\$ 168,762	\$ 819,433
Pledges receivable (Note 5)	310,555	194,660
Harmonized sales tax recoverable	2,853	3,348
Prepaid expenses	11,531	11,200
	493,701	1,028,641
CAPITAL ASSETS (Note 6)	7,150	5,643
LONG TERM INVESTMENTS - GENERAL FUND	276,213	625,380
LONG TERM INVESTMENTS - OPERATING RESERVE	342,383	-
LONG TERM INVESTMENTS - COMMUNITY RESERVE	501,826	-
	\$ 1,621,273	\$ 1,659,664
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable and accrued liabilities (Note 7)	\$ 269,340	\$ 93,812
Wages payable	8,761	7,891
Employee deductions payable	8,637	-
Deferred campaign designations	104,132	130,580
Deferred revenue (Note 8)	-	5,933
	390,870	238,216
NET ASSETS		
General fund	386,194	1,421,448
Operating reserve	342,383	-
Community reserve	501,826	-
	1,230,403	1,421,448
	\$ 1,621,273	\$ 1,659,664

LEASE COMMITMENTS (Note 12)

ON BEHALF OF THE BOARD

 _____ Director

 _____ Director

See notes to financial statements

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

**Statement of Operations
Year Ended March 31, 2022**

	2022	2021
REVENUE		
Campaign revenue (<i>Note 9</i>)	\$ 1,000,875	\$ 837,003
Less: uncollectible pledges	(16,283)	(23,023)
NET CAMPAIGN REVENUE	984,592	813,980
Other revenue (expenses)		
211 project funding (<i>Note 8</i>)	289,287	18,717
Atlantic compassion fund	-	167,806
Investment income (<i>Note 10</i>)	11,858	7,293
Fair market value adjustment to investments	(13,765)	164
Government of Canada COVID-19 relief funding (<i>Note 11</i>)	71,626	2,029,663
Non-recurring major gifts	-	249,700
Other	8,159	12,609
211 administration	1,270	-
	368,435	2,485,952
TOTAL REVENUE	1,353,027	3,299,932
EXPENSES		
Fundraising expenses (<i>Schedule 2</i>)	174,245	159,067
NET AVAILABLE FOR COMMUNITY PROGRAMS AND SERVICES	1,178,782	3,140,865
COMMUNITY PROGRAMS AND SERVICES EXPENSES (<i>Schedule 1</i>)	1,369,827	2,699,021
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES	\$ (191,045)	\$ 441,844

See notes to financial statements

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Statement of Changes in Net Assets

Year Ended March 31, 2022

	General Fund	Operating Reserve	Community Reserve	2022	2021
NET ASSETS - BEGINNING OF YEAR	\$ 1,421,448	\$ -	\$ -	\$ 1,421,448	\$ 979,604
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES	(191,045)	-	-	(191,045)	441,844
INTERFUND TRANSFERS	(844,209)	342,383	501,826	-	-
NET ASSETS - END OF YEAR	\$ 386,194	\$ 342,383	\$ 501,826	\$ 1,230,403	\$ 1,421,448

See fund accounting section of accounting policy note for additional information on transfers to restricted funds.

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Statement of Cash Flow

Year Ended March 31, 2022

	2022	2021
OPERATING ACTIVITIES		
Excess (deficiency) of revenue over expenses	\$ (191,045)	\$ 441,844
Item not affecting cash:		
Amortization of capital assets	3,330	3,319
	(187,715)	445,163
Changes in non-cash working capital:		
Pledges receivable	(115,895)	188,586
Accounts payable and accrued liabilities	175,532	33,953
Deferred campaign designations	(26,448)	(60,045)
Deferred revenue	(5,933)	5,933
Prepaid expenses	(331)	(1,838)
Harmonized sales tax recoverable	495	(620)
Wages payable	870	(4,947)
Employee deductions payable	8,637	-
	36,927	161,022
Cash flow from (used by) operating activities	(150,788)	606,185
INVESTING ACTIVITIES		
Purchase of capital assets	(4,838)	(4,646)
Purchase of investments	(1,550,000)	(1,261,276)
Redemption of investments	1,050,542	1,088,046
Fair market value adjustment to investments	13,765	(164)
Investment income and fees related to investments	(9,352)	(6,369)
Cash flow used by investing activities	(499,883)	(184,409)
INCREASE (DECREASE) IN CASH FLOW	(650,671)	421,776
CASH - BEGINNING OF YEAR	819,433	397,657
CASH - END OF YEAR	\$ 168,762	\$ 819,433

See notes to financial statements

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

1. PURPOSE OF THE ORGANIZATION

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

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

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

Change in accounting policy: financial instruments originated or exchanged in a related party transaction

The organization applied the amendments to *Financial Instruments, Section 3856*, relating to recognition of financial instruments originated or exchanged in a related party transaction.

Under these new requirements, such a financial instrument is originally measured at cost, which is determined depending on whether the instrument has repayment terms. Subsequent measurement depends on the initial method used and is usually at cost less any reduction for impairment. The adoption of these new requirements had no impact on the organization's financial statements.

Fund accounting

In March 2022, the organization's board of directors approved the establishment of two restricted funds. As a result, the organization adopted the use of fund accounting during the year ended March 31, 2022. There were no adjustments required to the comparative figures as a result of this change.

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

The Operating Reserve reports the organization's revenue, expenses, assets and liabilities related to internally restricted funds, established by a board approved motion, for use by the organization to fund future operations. The established reserve fund balance approximates the organization's annual operating expenses. During the year ended March 31, 2022, \$342,383 was transferred from the General Fund to the Operating Reserve.

The Community Reserve reports the organization's revenue, expenses, assets and liabilities related to internally restricted funds, established by a board approved motion, for use by the organization to fund annual Community Fund Disbursements and Donor Designations. The established reserve fund balance approximates the organization's annual Community Fund Disbursements and Donor Designations. During the year ended March 31, 2022, \$501,826 was transferred from the General Fund to the Community Reserve.

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

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

Revenue recognition

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

Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Donor designations, which have externally imposed restrictions, are recognized as revenue in the year in which the designated agency is funded. Project funding and other externally restricted contributions are recognized as revenue in the year in which the related expenses are incurred.

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

Interest and investment income is recognized on an accrual basis, as it is earned. Fair market value adjustments on investments held in active markets are recognized in the period in which the adjustments occur.

COVID-19 wage and rent subsidies

COVID-19 wage and rent subsidies are recognized as revenue in the period during which the applicable expenses are incurred, provided there is reasonable assurance the Organization has complied and will continue to comply with all the conditions of the assistance. See Note 11 for amounts recognized as revenue.

Financial instruments

Initial measurement

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

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

Subsequent measurement

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

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

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

Allocation of general and administrative expenses

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

	<u>2022</u>	<u>2021</u>
Fundraising	49%	49%
Community programs and services	51%	51%

Included in the cost of fundraising and general and administrative expenses are Government of Canada Workplace Charitable Campaign (GCWCC) expenses in the amount of \$52,838 (2021-\$30,291).

Contributed services

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

Use of estimates

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

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

Cash and cash equivalents

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

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UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

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

Long term investments

Long term investments for which there are quoted prices in an active market are carried at fair value. Unrealized gains or losses are reported as part of net income. Long term investments for which there is not an active market are carried at amortized cost except when it is established that their value is impaired. Impairment losses, or reversal of previously recognized impairment losses, are reported as part of net income. Long term investments consist of Mutual Funds and Guaranteed Investment Certificates carrying interest rates of 0.55% per annum.

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

Capital assets

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

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

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

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

3. COMPARATIVE FIGURES

Some of the comparative figures have been reclassified to conform to the presentation adopted for the current year.

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

4. FINANCIAL INSTRUMENTS

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the Organization's risk exposure and concentrations at March 31, 2022:

Market risk

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

Interest rate risk

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

Other price risk

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

Credit risk

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

Liquidity risk

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

5. PLEDGES RECEIVABLE

	2022	2021
Pledges receivable - current year campaign	\$ 330,488	\$ 207,643
Less: provision for uncollectible pledges	(19,933)	(12,983)
	\$ 310,555	\$ 194,660

6. CAPITAL ASSETS

	Cost	Accumulated amortization	2022 Net book value	2021 Net book value
Computer equipment	\$ 23,957	\$ 21,161	\$ 2,796	\$ 5,592
Computer software	8,807	8,807	-	51
Furniture and equipment	4,838	484	4,354	-
	\$ 37,602	\$ 30,452	\$ 7,150	\$ 5,643

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2022	2021
Funded programs	\$ 246,970	\$ 56,553
Trade accounts payable, accrued liabilities and other	22,370	37,259
	\$ 269,340	\$ 93,812

8. DEFERRED REVENUE

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

	2022	2021
211 Project		
Deferred revenue, beginning of year	\$ 5,933	\$ -
Funding pertaining to fiscal year	283,354	24,650
Expenses incurred for fiscal year	(289,287)	(18,717)
DEFERRED REVENUE, end of year	\$ -	\$ 5,933

9. CAMPAIGN REVENUE

	2022	2021
Campaign achievement	\$ 974,427	\$ 776,958
Donor designations deferred	(104,132)	(125,580)
Donor designations recognized during year	130,580	185,625
	\$ 1,000,875	\$ 837,003

Included in Campaign Revenue for the year ended March 31, 2022 is \$389,926 (2021-\$184,796) transferred from other United Way organizations.

10. INVESTMENT INCOME

	2022	2021
Capital gains and other investment income	\$ 8,734	\$ 3,972
Interest income	3,124	3,321
	\$ 11,858	\$ 7,293

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

11. GOVERNMENT OF CANADA COVID-19 RELIEF FUNDING

	2022	2021
Canada Emergency Wage Subsidy	\$ 63,298	\$ 67,816
Canada Emergency Rent Subsidy	8,328	3,914
Emergency Community COVID-19 Support Fund	-	1,819,774
Seniors COVID-19 Response	-	138,159
	\$ 71,626	\$ 2,029,663

12. LEASE COMMITMENTS

The Organization leases office premises under a long term lease that expires on August 31, 2022. Subsequent to the statement of financial position date, the organization extended its lease to August 31, 2026. Future minimum lease payments are as follows:

2023 - \$38,251

2024 - \$39,385

2025 - \$39,385

2026 - \$39,729

2027 - \$16,656

13. RELATED PARTY TRANSACTIONS

During the year, pledges in the amount of \$13,330 (2021 - \$13,725) were made by the Board of Directors of the Organization and companies under their control. These pledges are included in campaign revenue and are considered to be in the normal course of operations. There were no receivables due from, or payables due to, related parties at March 31, 2021 and March 31, 2022.

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Notes to Financial Statements

Year Ended March 31, 2022

14. TRANSPARENCY, ACCOUNTABILITY AND FINANCIAL REPORTING

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

	2022	2021
Fundraising ratio		
Total revenue	\$ 1,353,027	\$ 3,299,932
Less: Government of Canada COVID-19 relief funding	(71,626)	(2,029,663)
Total revenue from regular operations	1,281,401	1,270,269
Add: uncollectible pledges	16,283	23,023
	1,297,684	1,293,292
Direct fundraising expenses (<i>Schedule 2</i>)	133,393	116,202
Allocation of general and administrative expenses (<i>Schedule 3</i>)	40,852	42,865
Total fundraising expenses	\$ 174,245	\$ 159,067
Fundraising ratio (expenses/revenue)	13.4%	12.3%

15. COVID-19

In March 2020, the World Health Organization characterized the outbreak of a strain of the novel coronavirus ("COVID-19") as a pandemic which has resulted in a series of public health and emergency measures that have been put in place to combat the spread of the virus. The duration and impact of COVID-19 is unknown at this time and it is not possible to reliably estimate the impact that the severity and length of these developments will have on the financial results and condition of the Organization in future periods.

As at March 31, 2022, the Organization has determined that COVID-19 has had no impact on its significant accounting policies, contracts or lease agreements, and the assessment of provisions and contingent liabilities. The Organization continues to monitor its cash flow requirements and financial resources on an ongoing basis. As at March 31, 2022, the Organization continues to meet its contractual obligations within normal payment terms and the Organization's credit risk exposure remains largely unchanged.

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Schedule of Community Programs and Services Expenses

(Schedule 1)

Year Ended March 31, 2022

	2022	2021
Allocations and designations (see below)	\$ 939,898	\$ 2,547,319
Office and printing	994	-
211 program	289,287	18,717
Songs of the City	1,099	-
Occupancy	12,156	12,253
Promotion, public relations and special events	449	224
Salaries and wages	75,311	65,028
Travel, meetings and conferences	158	266
United Way of Canada dues	7,956	10,599
Direct community programs and services expenses	1,327,308	2,654,406
Allocation of general and administrative expenses (<i>Schedule 3</i>)	42,519	44,615
	\$ 1,369,827	\$ 2,699,021

Allocations and designations are comprised of:

	2022	2021
COVID-19 relief programs	\$ 51,690	\$ 2,069,274
Centrally co-ordinated campaigns	35,859	5,101
Donor designations	75,445	87,249
Funded programs	709,011	351,368
Health partners	62,893	34,327
Youth community expansion	5,000	-
	\$ 939,898	\$ 2,547,319

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.

Schedule of Fundraising Expenses

(Schedule 2)

Year Ended March 31, 2022

	2022	2021
Dues and fees	\$ 19,037	\$ 20,993
Interest and bank charges	2,345	1,853
Occupancy	12,894	11,310
Office and printing	3,916	3,876
Promotion, public relations and special events	3,545	4,536
Salaries and wages	90,882	73,535
Training and development	671	-
Travel, meetings and conferences	103	99
Direct fundraising expenses	133,393	116,202
Allocation of general and administrative expenses <i>(Schedule 3)</i>	40,852	42,865
	\$ 174,245	\$ 159,067

UNITED WAY OF NEWFOUNDLAND AND LABRADOR INC.**Schedule of General and Administrative Expenses****(Schedule 3)****Year Ended March 31, 2022**

	2022	2021
Amortization	\$ 3,330	\$ 3,319
Dues and fees	2,695	2,267
Insurance	1,699	1,588
Interest and bank charges	144	648
Miscellaneous	-	1,882
Occupancy	8,109	10,494
Office and printing	3,898	5,966
Professional fees	4,515	8,622
Salaries and wages	57,295	50,832
Training and development	874	1,635
Travel, meetings and conferences	812	227
	\$ 83,371	\$ 87,480

ALLOCATION OF GENERAL AND ADMINISTRATIVE EXPENSES BY FUNCTIONAL AREA

Community programs and services	\$ 42,519	\$ 44,615
Fundraising	40,852	42,865
	\$ 83,371	\$ 87,480