**Financial Statements** 

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Chartered Professional Accountant 33 Pippy Place, Suite 206 St. John's, NL A1B 3X2 (p) (709) 682-2307 (e) nigel@nigelacose.ca

## 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, 2025, 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 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, 2025, and the results of its operations and cash flows 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 of revenues over expenses, and cash flows from operations for the year ended March 31, 2025, current assets and net assets as at March 31, 2025. My audit opinion on the financial statements for the year ended March 31, 2024 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 August 25, 2025

CHARTERED PROFESSIONAL ACCOUNTANT

# Statement of Financial Position March 31, 2025

			Operating	C	ommunity	2025		2024
	G	eneral Fund	Reserve		Reserve	Total		Total
ASSETS								
CURRENT								
Cash and cash equivalents	\$	292,657	\$ -	\$	-	\$ 292,657	\$	374,227
Investments		391,830	-		-	391,830		-
Pledges receivable (Note 4)		225,934	-		-	225,934		249,310
Harmonized sales tax recoverable		2,591	-		-	2,591		2,184
Prepaid expenses		12,714	-		-	12,714		10,603
		925,726	-		-	925,726		636,324
CAPITAL ASSETS (Net of accumulated								
amortization) (Note 5)		4,392	-		-	4,392		7,592
INVESTMENTS		308,605	371,492		559,229	1,239,326		1,183,347
	\$	1,238,723	\$ 371,492	\$	559,229	\$ 2,169,444	\$	1,827,263
LIABILITIES AND NET ASSETS								
CURRENT								
Accounts payable and accrued liabilities (Note 6)	\$	725,038	\$ _	\$	-	\$ 725,038	\$	468,690
Wages payable		12,041	-		-	12,041		11,701
Employee deductions payable		5,726	-		-	5,726		6,473
Deferred campaign designations		81,978	-		-	81,978		94,268
Deferred revenue (Note 7)		67,727	-		-	67,727		19,425
		892,510	-		-	892,510		600,557
NET ASSETS		346,213	371,492		559,229	1,276,934		1,226,706
	\$	1,238,723	\$ 371,492	\$	559,229	\$ 2,169,444	\$	1,827,263

LEASE COMMITMENTS (Note 10)

ON BEHALF OF THE BOARD

Simone Lilly Direct

Director

See notes to financial statements

# **Statement of Operations**

	Ge	eneral Fund	Operating Reserve	(	Community Reserve	2025 Total	2024 Total
REVENUES							
Campaign revenue ( <i>Note 8</i> ) Less: Uncollectible pledges	\$	813,528 (8,312)	\$ <del>-</del>	\$	<del>-</del>	\$ 813,528 (8,312)	\$ 782,051 (17,891)
		805,216	-		-	805,216	764,160
OTHER REVENUES (EXPENSES)							
211 project funding Community Services Recovery Fund (CSRF) Project		323,773	-		-	323,773	162,107
Funding		19,425	-		-	19,425	1,515,741
Fair market value adjustments to investments		-	12,638		-	12,638	11,377
Investment income (Note 9)		11,924	9,408		24,179	45,511	50,937
Investment management fees		-	(2,542)		-	(2,542)	(2,429)
Other		12,853	-		-	12,853	13,679
		367,975	19,504		24,179	411,658	1,751,412
TOTAL REVENUES		1,173,191	19,504		24,179	1,216,874	2,515,572
EXPENSES							
Fundraising expenses (Schedule 2)		154,996	-			154,996	165,345
NET AVAILABLE FOR COMMUNITY PROGRAMS AND SERVICES		1,018,195	19,504		24,179	1,061,878	2,350,227
COMMUNITY PROGRAMS AND SERVICES EXPENSES (Schedule 1)		1,011,650	-		-	1,011,650	2,331,272
EXCESS OF REVENUES OVER EXPENSES	\$	6,545	\$ 19,504	\$	24,179	\$ 50,228	\$ 18,955

# **Statement of Changes in Net Assets**

	Ge	neral Fund	Operating Reserve	Community Reserve		2025	2024	
NET ASSETS - BEGINNING OF YEAR Excess of revenues over expenses	\$	339,668 6,545	\$ 351,988 19,504	\$ 535,050 24,179	\$	1,226,706 50,228	\$	1,207,751 18,955
NET ASSETS - END OF YEAR	\$	346,213	\$ 371,492	\$ 559,229	\$	1,276,934	\$	1,226,706

## **Statement of Cash Flows**

		2025		2024
OPERATING ACTIVITIES				
Excess of revenues over expenses	\$	50,228	\$	18,955
Items not affecting cash:	Ψ	20,220	Ψ	10,555
Amortization of capital assets		3,201		3,049
Investment income and management fees related to investments		(42,919)		(48,508)
Fair market value adjustments to investments		(12,638)		(11,377)
		(2,128)		(37,881)
Changes in non-cash working capital:				
Pledges receivable		23,376		28,215
Funding receivable		-		1,349,109
Accounts payable and accrued liabilities		256,349		6,229
Deferred campaign designations		(12,290)		(829)
Prepaid expenses		(2,111)		1,329
Harmonized sales tax recoverable		(408)		(403)
Deferred revenue		48,302		(1,520,741)
Wages payable		340		2,631
Employee deductions payable		(747)		(905)
		312,811		(135,365)
Cash flow from (used by) operating activities		310,683		(173,246)
INVESTING ACTIVITIES				
Purchase of capital assets		_		(5,761)
Purchase of investments		(1,796,308)		(2,868,202)
Redemption of investments		1,404,055		2,880,754
Cash flow from (used by) investing activities		(392,253)		6,791
DECREASE IN CASH FLOW		(81,570)		(166,455)
Cash - beginning of year		374,227		540,682
CASH - END OF YEAR	\$	292,657	\$	374,227
CASH CONSISTS OF:				
Cash and cash equivalents	\$	292,657	\$	374,227

## Notes to Financial Statements Year Ended March 31, 2025

#### 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).

#### Fund accounting

In March 2022, the organization's board of directors approved the establishment of two restricted funds and as a result, adopted the use of fund accounting.

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.

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.

#### 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.

Investment income is recognized as it is earned in the statement of operations. Fair market value adjustments on investments held in active markets are recognized in the period in which the adjustments occur.

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## Notes to Financial Statements Year Ended March 31, 2025

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

#### 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, receivables, 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.

#### 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>2025</u>	<u>2024</u>
Fundraising	41%	49%
Community programs and services	59%	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 \$42,425 (2024-\$47,452).

#### 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.

(continues)

## Notes to Financial Statements Year Ended March 31, 2025

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

### 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.

#### Investments

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. Investments consist of Mutual Funds as well as Guaranteed Investment Certificates carrying interest rates of 2.75%, 2.80% and 2.85% respectively per annum.

Mutual funds have been restricted for purposes of satisfying the requirements of the Operating Reserve, while Guaranteed Investment Certificates comprise the investments in the General Fund and Community Reserve. In situations, where it is management's intent not to liquidate investments within the next twelve month period following the statement of financial position date, investments are classified as non-current. If it is management's intent to liquidate the investments within the next twelve month period following the statement of financial position date, investments are classified as 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 55% 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.

## Notes to Financial Statements Year Ended March 31, 2025

#### 3. 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 as at March 31, 2025:

#### 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 market risk, which is comprised of 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 considered 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 considered 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 pledges receivable on a regular basis, and accounts for uncollectible pledges under the provision for uncollectible pledges. In the opinion of management, credit risk exposure to the Organization is considered 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 considered low and not material.

#### 4. PLEDGES RECEIVABLE

	2025	2024
Pledges receivable - current year campaign Less: provision for uncollectible pledges	\$ 242,440 (16,506)	\$ 266,023 (16,713)
	\$ 225,934	\$ 249,310

5.	CAPITAL ASSETS								
			Cost Accumulated Ne				Net book		2024 et book value
	Computer equipment Computer software	\$	29,718 8,807	\$	27,556 8,807	\$	2,162	\$	4,805
	Furniture and equipment		4,838		2,608		2,230		2,787
		\$	43,363	\$	38,971	\$	4,392	\$	7,592

## Notes to Financial Statements Year Ended March 31, 2025

6. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES	2025	2024
Funded programs 211 program Trade accounts payable, accrued liabilities and other	\$ 401,184 297,680 26,174	\$ 443,221 - 25,469
	\$ 725,038	\$ 468,690

#### 7. 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.

			F	Funding for		Expenses for			
	Open	ing balance		year		year		2025	2024
CSRF project	\$	19,425	\$	-	\$	19,425	\$	_	\$ 19,425
211 funding		-		391,500		323,773		67,727	
	\$	19,425	\$	391,500	\$	343,198	\$	67,727	\$ 19,425

#### 8. CAMPAIGN REVENUE

	2025	2024		
Campaign achievement Donor designations deferred Donor designations recognized during year	\$ 801,238 (81,978) 94,268	\$ 781,222 (94,268) 95,097		
	\$ 813,528	\$ 782,051		

Included in Campaign Revenue for the year ended March 31, 2025 is \$283,793 (2024-\$249,321) transferred from other United Way organizations.

9.	INVESTMENT INCOME	2025	2024
	Capital gains, dividends and other investment income Interest income	\$ 9,408 36,103	\$ 4,986 45,951
		\$ 45,511	\$ 50,937

#### 10. LEASE COMMITMENTS

The Organization leases office premises under a long term lease that expires on March 31, 2028. Future minimum lease payments are as follows:

2026 - \$39,385

2027 - \$41,043

2028 - \$41,043

## Notes to Financial Statements Year Ended March 31, 2025

#### 11. RELATED PARTY TRANSACTIONS

During the year, pledges in the amount of \$4,150 (2024 - \$6,600) 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, 2024 and March 31, 2025.

#### 12. 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:

	2025	2024
Fundraising ratio		
Total revenue	\$ 1,216,874	\$ 2,515,572
Less: CSRF funding	(19,425)	(1,515,741)
Less: 211 funding	(323,773)	(162,107)
Total revenue from regular operations	873,676	837,724
Add: uncollectible pledges	8,312	17,891
	881,988	855,615
Direct fundraising expenses (Schedule 2)	118,019	123,355
Allocation of general and administrative expenses (Schedule 3)	36,977	41,990
Total fundraising expenses	\$ 154,996	\$ 165,345
Fundraising ratio (expenses/revenue)	17.6%	19.3%

# Schedule of Community Programs and Services Expenses Year Ended March 31, 2025

(Schedule 1)

	2025			2024	
Allocations and designations (see below)	\$	522,742	\$	522,085	
Dues and fees		500		_	
Office and printing		1,395		270	
211 program		323,773		162,107	
Occupancy		17,674		11,519	
Promotion, public relations and special events		975		1,129	
Salaries and wages		58,205		63,844	
CSRF program (Schedule 4)		19,425		1,515,741	
Travel, meetings and conferences		4,997		225	
United Way of Canada dues		8,753		10,649	
Direct community programs and services expenses		958,439		2,287,569	
Allocation of general and administrative expenses (Schedule 3)		53,211		43,703	
	\$	1,011,650	\$	2,331,272	
Allocations and designations are comprised of:					
mocations and designations are comprised of.		2025		2024	
Centrally co-ordinated campaigns	\$	28,533	\$	36,186	
Donor designations	Ψ	100,374	Ψ	98,784	
Funded programs		350,001		347,418	
Health partners		43,834		39,697	
	\$	522,742	\$	522,085	

# Schedule of Fundraising Expenses Year Ended March 31, 2025

(Schedule 2)

	2025		2024	
Dues and fees Interest and bank charges Occupancy Office and printing Promotion, public relations and special events Salaries and wages Training and development Travel, meetings and conferences	\$	21,445 2,222 12,453 4,527 3,475 72,932 896 69	\$ 23,193 1,823 12,456 3,447 3,831 76,809 1,768 28	
Direct fundraising expenses Allocation of general and administrative expenses (Schedule 3)	\$	118,019 36,977 154,996	\$ 123,355 41,990 165,345	

# Schedule of General and Administrative Expenses Year Ended March 31, 2025

(Schedule 3)

		2025		2024
Amortization	\$	3,201	\$	3,049
Dues and fees		37		75
Insurance		1,847		1,510
Interest and bank charges		930		170
Occupancy		10,042		10,045
Office and printing		2,398		1,641
Professional fees		4,945		4,158
Promotion, public relations and special events		1,223		1,186
Salaries and wages		58,816		61,917
Training and development		6,124		1,725
Travel, meetings and conferences		625		217
	\$	90,188	\$	85,693
ALLOCATION OF GENERAL AND ADMINISTRATIVE E	XPENSES BY FU	NCTIONAL	AREA	4
Community programs and services	\$	53,211	\$	43,703
Fundraising		36,977		41,990
	\$	90,188	\$	85,693

# Schedule of Community Services Recovery Fund Expenses Year Ended March 31, 2025

(Schedule 4)

	2025	2024
Funded programs	\$ _	\$ 1,477,545
Insurance	-	283
Occupancy	-	6,162
Office and printing	-	2,000
Professional fees	-	787
Salaries and wages	19,425	28,964
	\$ 19,425	\$ 1,515,741