

Financial Statements

The United Way of Cape Breton

March 31, 2017

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Independent Auditor's Report

To the directors of

The United Way of Cape Breton

We have audited the accompanying financial statements of The United Way of Cape Breton, which comprise the statement of financial position as at March 31, 2017, and the statements of operations and surplus, and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for qualified opinion

In common with many non-profit organizations, The United Way of Cape Breton derives revenue from donations from the public, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of The United Way of Cape Breton and we were not able to determine whether any adjustments might be necessary to revenues, excess of revenue over expenses, assets and net assets.

Our audit opinion was also modified for the same above-noted circumstances in the previous year.

Qualified opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of The United Way of Cape Breton as at March 31, 2017, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Sydney, Canada
September 21, 2017

Roach Perry Anderson
Chartered Professional Accountants
Licensed Public Accountants

The United Way of Cape Breton

Statements of Operations and Surplus

Year ended March 31	2017	2016
Campaign revenue (Note 7)	\$ 536,683	\$ 610,197
Other fundraising (Note 8)	<u>1,022,068</u>	<u>246,161</u>
	1,558,751	856,358
Less:		
Uncollectible pledges	<u>(50,781)</u>	<u>(49,965)</u>
Net fundraising revenue	1,507,970	806,393
Grant revenue	33,355	25,139
Interest revenue	<u>510</u>	<u>447</u>
	1,541,835	831,979
Expenses		
Fundraising expenses	<u>1,003,483</u>	<u>254,899</u>
Net revenue available for programs	<u>538,352</u>	<u>577,080</u>
Support to the community		
Community investment funding	316,934	350,869
Donor designations	105,098	91,865
Gifts in kind	17,235	28,749
211 allocation	9,181	8,088
Community resource services	<u>95,573</u>	<u>81,952</u>
	544,021	561,523
Excess of revenues over expenditures (expenditures over revenues)	\$ <u>(5,669)</u>	\$ <u>15,557</u>
Surplus, beginning of year	\$ 232,146	\$ 216,589
Excess revenues over expenditures (expenditures over revenues)	<u>(5,669)</u>	<u>15,557</u>
Surplus, end of year	\$ <u>226,477</u>	\$ <u>232,146</u>

See accompanying notes to the financial statements

The United Way of Cape Breton Statement of Financial Position

March 31

2017

2016

Assets

Current

Cash	\$	544,591	\$	427,141
Pledges receivable (Note 4)		389,631		386,863
Prepays		14,918		13,682
Accounts receivable		<u>9,465</u>		<u>4,339</u>
		958,605		832,025

Capital assets (Note 5)

		<u>837</u>		<u>1,196</u>
	\$	<u>959,442</u>	\$	<u>833,221</u>

Liabilities

Current

Payables and accruals (Note 6)	\$	443,148	\$	475,240
Deferred revenue		<u>289,817</u>		<u>125,835</u>
		732,965		601,075

Equity

Surplus

		<u>226,477</u>		<u>232,146</u>
	\$	<u>959,442</u>	\$	<u>833,221</u>

Approved on behalf of the Board

Brenda Doatfui (B) Director

C. Vickus (C) Director

See accompanying notes to the financial statements

The United Way of Cape Breton

Statement of Cash Flows

Year ended March 31

2017

2016

(Decrease) increase in cash and cash equivalents

Operating

Excess of revenues over expenditures (expenditures over revenues)	\$	(5,669)	\$	15,557
Depreciation		<u>359</u>		<u>512</u>
		(5,310)		16,069
Change in non-cash operating working capital				
Pledges receivable		(2,768)		(28,221)
Prepays		(1,235)		(306)
Accounts receivable		(5,126)		6,961
Deferred revenue		163,982		(7,158)
Payables and accruals		<u>(32,093)</u>		<u>147,928</u>
Increase in cash and cash equivalents		117,450		135,273
Cash and cash equivalents				
Beginning of year		<u>427,141</u>		<u>291,868</u>
End of year	\$	<u>544,591</u>	\$	<u>427,141</u>

See accompanying notes to the financial statements

The United Way of Cape Breton

Notes to the Financial Statements

March 31, 2017

1. Nature of operations

The mission of The United Way of Cape Breton (the "Society") is to improve lives and build a community by engaging individuals and mobilizing collective action. The United Way of Cape Breton is a not-for-profit organization and is a registered charity under the Income Tax Act.

2. Statement of compliance with Canadian accounting standards for not-for-profit organizations

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

3. Summary of significant accounting policies

Revenue recognition

The Society follows the deferral method of accounting for campaign revenue. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Donor designations, which have externally imposed restrictions, are recognized as revenue in the year funds are received and the designated agency is funded.

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

Donated goods and services

A substantial number of individuals and business organizations have donated significant amounts of their time and services in kind to the Society's fundraising activities and its community investment process. The Society only records the amount of such services when fair value can be reasonably determined. During the year, the Society has recorded \$17,235 (2016 - \$28,749) of in kind services as revenue and expenditures.

Cash and cash equivalents

Cash and cash equivalents include cash on hand, balances with banks, bank overdrafts, and highly liquid temporary money market instruments with original maturities of one year or less.

Community investments

Community investments payable are allocated funds that are committed to fund community organizations. Community investments are recognized when funding is approved by the Board.

The United Way of Cape Breton

Notes to the Financial Statements

March 31, 2017

3. Summary of significant accounting policies (continued)

The Society allocates its General Management and Administration Expenses to two functional areas: fundraising and community investment process. General costs which do not pertain specifically to either function are considered administrative and are allocated to the function areas as follows:

	<u>2017</u>	<u>2016</u>
To fundraising expenses:	66%	66%
To community investment process:	34%	34%

Depreciation

Rates and bases of depreciation applied to write off the cost less estimated salvage value of capital assets over their estimated lives are as follows:

Computer hardware and software	30%, declining balance
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Use of estimates

The preparation of financial statements in conformity with Canadian accounting standard for not-for-profit organizations requires the Society's management to make estimates and assumptions that affect the amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and reported amounts of revenue and expenditures during the year. Actual results could differ from those reported.

Financial instruments

Financial instruments are recorded at fair value on initial recognition and are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value.

Financial assets measured at amortized cost include cash and receivables. Financial liabilities measured at amortized cost include payables and deferred campaign revenue.

Credit risk

The United Way of Cape Breton is exposed to credit risk that arises from pledges receivable. Credit risk arises from the possibility that the contributors to the United Way of Cape Breton will be unable to fulfill their obligations. Management closely evaluates the collectability of its pledges receivable and maintains provisions for potential pledge losses, which are assessed on a regular basis.

The United Way of Cape Breton

Notes to the Financial Statements

March 31, 2017

4. Pledges receivable	<u>2017</u>	<u>2016</u>
2017 Campaign	\$ 349,845	\$ -
2016 Campaign	94,266	369,791
2015 Campaign	30,599	51,370
2014 Campaign and older	<u>83,048</u>	<u>83,048</u>
	557,758	504,209
Allowance for uncollectible pledges	<u>(168,127)</u>	<u>(117,346)</u>
	<u>\$ 389,631</u>	<u>\$ 386,863</u>

5. Capital assets	<u>2017</u>		<u>2016</u>	
	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Computer hardware and software	\$ 6,858	\$ 6,021	\$ 837	\$ 1,196

6. Payables and accruals	<u>2017</u>	<u>2016</u>
Trade	\$ 26,376	\$ 38,277
Government remittances	5,337	5,812
Donor Choice	104,567	91,840
Community investment	<u>306,868</u>	<u>339,311</u>
	<u>\$ 443,148</u>	<u>\$ 475,240</u>

7. Campaign revenue	<u>2017</u>	<u>2016</u>
Campaign achievement	\$ 519,926	\$ 588,639
Donor designations deferred	(91,578)	(108,335)
Donor designations recognized during the year	<u>108,335</u>	<u>129,893</u>
	<u>\$ 536,683</u>	<u>\$ 610,197</u>

The United Way of Cape Breton

Notes to the Financial Statements

March 31, 2017

8. Other fundraising	<u>2017</u>	<u>2016</u>
Winter gala	\$ 248,454	\$ 182,241
Golf tournament	-	29,186
Other sporting events	16,486	31,704
CBRM flood relief	874,568	-
Community poverty conference	22,620	-
Other	<u>6,845</u>	<u>17,430</u>
	1,168,973	260,561
Fundraising deferred	(152,305)	(17,500)
Fundraising recognized during the year	<u>5,400</u>	<u>3,100</u>
	\$ <u>1,022,068</u>	\$ <u>246,161</u>

9. Commitments

The Society leases office space under a lease expiring on April 30, 2017. Future minimum lease payments total \$1,612 and include the following payments over the next year: 2018, \$1,612.

10. Comparative figures

Certain figures for 2016 have been reclassified to conform to the presentation adopted in 2017.
