

**United Way**

**Profit & Loss Budget vs. Actual**

	<b>Budget 2017</b>	<b>NOTES</b>	<b>Forecast 2016</b>	<b>Actual 2015</b>	
<b>Income</b>					
4000 · Charitable Income					
4005 · Payroll Pledges					
4010 · GNWT	118,993	<b>1</b>	92,778	36,259	
4020 · Federal Gov't	26,637	<b>1</b>	34,311	35,823	
4030 · Private	6,806	<b>2</b>	3,904	6,486	
<b>Total 4005 · Payroll Pledges</b>	<b>152,436</b>		<b>130,993</b>	<b>78,568</b>	
4101 · One Time Donation/Gift	20,460	<b>3</b>	21,241	25,816	
4111 · Ongoing Pledges - Non-Payroll	3,129	<b>4</b>	4,164	1,705	
4150 · Campaign Fundraising - External	16,500	<b>5</b>	25,785	12,757	
4300 · Designated from United Ways	16,233	<b>6</b>	18,178	16,052	
4330 · Donations - Corporate	32,350	<b>7</b>	32,104	49,183	
4350 · Donations - In-kind	4,000	<b>8</b>	3,522	4,577	
4991 · Pledge Loss	(4,295)	<b>9</b>	0	(1,838)	
<b>Total 4000 · Charitable Income</b>	<b>240,813</b>		<b>235,986</b>	<b>186,821</b>	
4210 · Other					
4325 · Grants & Contributions	2,000	<b>10</b>	0	0	
4425 · Interest Income	415		347	510	
4450 · Other Income	2,900	<b>11</b>	2,985	2,106	
<b>Total 4210 · Other</b>	<b>5,315</b>		<b>3,332</b>	<b>2,616</b>	
<b>Total Income</b>	<b>246,128</b>		<b>239,318</b>	<b>189,437</b>	
<b>Distributions</b>					
5600 · Community Investment	170,000	<b>12</b>	155,000	91,197	
5651 · Donor Designations	43,340	<b>13</b>	41,569	38,885	
<b>Total COGS</b>	<b>213,340</b>		<b>196,569</b>	<b>130,082</b>	
<b>Gross Profit</b>	<b>32,788</b>		<b>42,749</b>	<b>59,355</b>	
% of Pledges/Donations distributed	<b>88.6%</b>		<b>83.3%</b>	<b>69.6%</b>	
% Distributed including Other Income	<b>86.7%</b>		<b>82.1%</b>	<b>68.7%</b>	
<b>Expense</b>					
5115 · Subcontractor - Coordinator	36,400	<b>14</b>	24,739	36,900	
5125 · Board Development/Meetings	2,750	<b>15</b>	666	237	
5130 · Conference/Workshop expense	2,000	<b>16</b>	0	0	
5225 · Postage & Courier	300		56	289	
5250 · Telephone & Internet	1,600		1,149	1,540	
5275 · Office Supplies & Materials	1,200		1,098	1,096	
5280 · Supplies & Materials - Campaign	1,500		1,417	264	
5300 · Marketing - Campaign	2,500		46	6,151	
5310 · Marketing&Advertising - General	1,500		672	4,923	
5700 · Bank Service Charges	600		550	971	
5800 · Audit/Review engagement	8,600		8,569	8,400	
5850 · Insurance	1,630		1,621	616	
5900 · Membership Fees	3,000		1,516	725	
5980 · GCWCC/Other Process Fee	2,600		2,465	1,386	
5999 · GST/HST Expense	1,000		843	2,753	
<b>Total Expense</b>	<b>67,180</b>		<b>45,407</b>	<b>66,252</b>	
<b>Net Income (Loss)</b>	<b>(34,392)</b>		<b>(2,658)</b>	<b>(6,897)</b>	
<b>Charitable Distributions</b>	213,340	76%	196,569	130,082	66%
<b>Administrative Expenses</b>	67,180	24%	45,407	66,252	34%
<b>TOTAL COSTS</b>	<b>280,520</b>		<b>241,976</b>	<b>196,334</b>	

**Profit & Loss Budget vs. Actual**

Budget 2017	NOTES	Forecast 2016	Actual 2015
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**NOTES:**

1 Based on 2015 Fall campaign results

2 Broken out as follows:

City of Yellowknife	3,770.00
Northwestel	2,336.00
Williams Engineering	350.00
Kellet Communications	350.00
	<hr/>
	6,806.00

3 Broken out as follows:

Tom Pick	10,000.00	
One-time GCWCC - Credit Card	2,960.00	Assume similar to 2015 Fall Campaign
One-time GCWCC - Cheque	2,400.00	Assume similar to 2015 Fall Campaign
One-time GCWCC - Cash	100.00	Assume similar to 2015 Fall Campaign
Miscellaneous - Canada Helps and Other	5,000.00	
	<hr/>	
	20,460.00	

4 Broken-out as follows:

GCWCC - Monthly Credit Card	1,529.00
Canada Helps - Monthly	1,600.00
	<hr/>
	3,129.00

5 GNWT  
GCWCC

4,500.00	Assume similar to 2015 Fall Campaign
12,000.00	Assume similar to 2015 Fall Campaign
<hr/>	
16,500.00	

6 Banks

CIBC	576.00
BMO	1,304.12
RBC	<hr/>
	2,854.26

4,734.38

Finning  
AECOM  
OTHER

6,443.51  
55.20  
5,000.00

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16,233.09

7 Corporate donors

Northwestel - matching	2,000.00
Ledcor	600.00
Imperial Oil - Annual Grant	10,000.00
Imperial Oil - Special Events	4,000.00
TerraX	750.00
RBC Foundation	5,000.00
CIBC	5,000.00
UNW	5,000.00
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	32,350.00

8 Mackay Donation  
NWTel - \$75/mth x 12 months  
Miscellaneous

3,000.00  
900.00  
100.00

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4,000.00

**Profit & Loss Budget vs. Actual**

Budget 2017	NOTES	Forecast 2016	Actual 2015
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- 9 Pledge loss percentage used by GCWCC (5 year average determined by UW Ottawa) is 5%.  
5% seems high. Used 2.5% and will monitor this year.

\*Based on payroll pledges, ongoing pledges (non-payroll), and designations from other UW.

171,798.09
2.5%
4,294.95

- 10 Funding for board workshop 1,000.00  
Funding for Conference 1,000.00
- |          |
|----------|
| 2,000.00 |
|----------|

- 11 Designation Fee 700.00  
GCWCC Campaign Reimbursement 2,200.00
- |          |
|----------|
| 2,900.00 |
|----------|

- 12 3 year grant - 2 30,000.00  
Annual Grants 130,000.00  
Emergency Funding 10,000.00
- |            |
|------------|
| 170,000.00 |
|------------|

- 13 Broken out as follows:
- |                                    |           |
|------------------------------------|-----------|
| GNWT                               | 5,030.00  |
| GCWCC                              | 20,309.72 |
| T.Pick donation                    | 10,000.00 |
| Carried forward from 2015 Campaign | 3,000.00  |
| Other - special events, new donors | 5,000.00  |
|                                    | 43,339.72 |

- 14 This is based on 1040 hours (20 hrs week for 48 weeks of the year) at \$35/hour

- 15 Broken out as follows:
- |                                    |          |                    |
|------------------------------------|----------|--------------------|
| Regular Board meetings - 12 @ \$25 | 300.00   |                    |
| Community Engagement Committee     | 150.00   |                    |
| AGM                                | 200.00   |                    |
| Other                              | 100.00   |                    |
| Workshop Facilitator               | 2,000.00 | Assumed 50% funded |
|                                    | 2,750.00 |                    |

- 16 Estimated costs for Coordinator to attend conference 2,000.00 Assumed 50% funded

**United Way**  
**Balance Sheet**  
**As of March 31, 2016**

**ASSETS**

**Current Assets**

1000 · CIBC - Operating Account	88,765
1200 · Accounts Receivable	2,348
1215 · Accrued Receivable	12,580
1205 · Prepaid Expenses	1,327
1300 · Investment	
1310 · Restricted	30,756
1320 · Unrestricted	33,832
1325 · Restricted - Credit Card	5,025
Total 1300 · Investment	<u>69,613</u>

**TOTAL ASSETS**

**174,633**

**LIABILITIES & EQUITY**

**Liabilities**

2000 · Accounts Payable	30,624
2100 · Accrued Liabilities	5,900
2300 · Corporate VISA	0
2200 · Designations Payable	0
2710 · Deferred Revenue	31,894

**Total Liabilities**

68,418

**Equity**

3500 · Unrestricted Reserve	78,872
3502 · Restricted Reserve	30,000
Net Income	(2,658)

**Total Equity**

106,215

**TOTAL LIABILITIES & EQUITY**

**174,633**