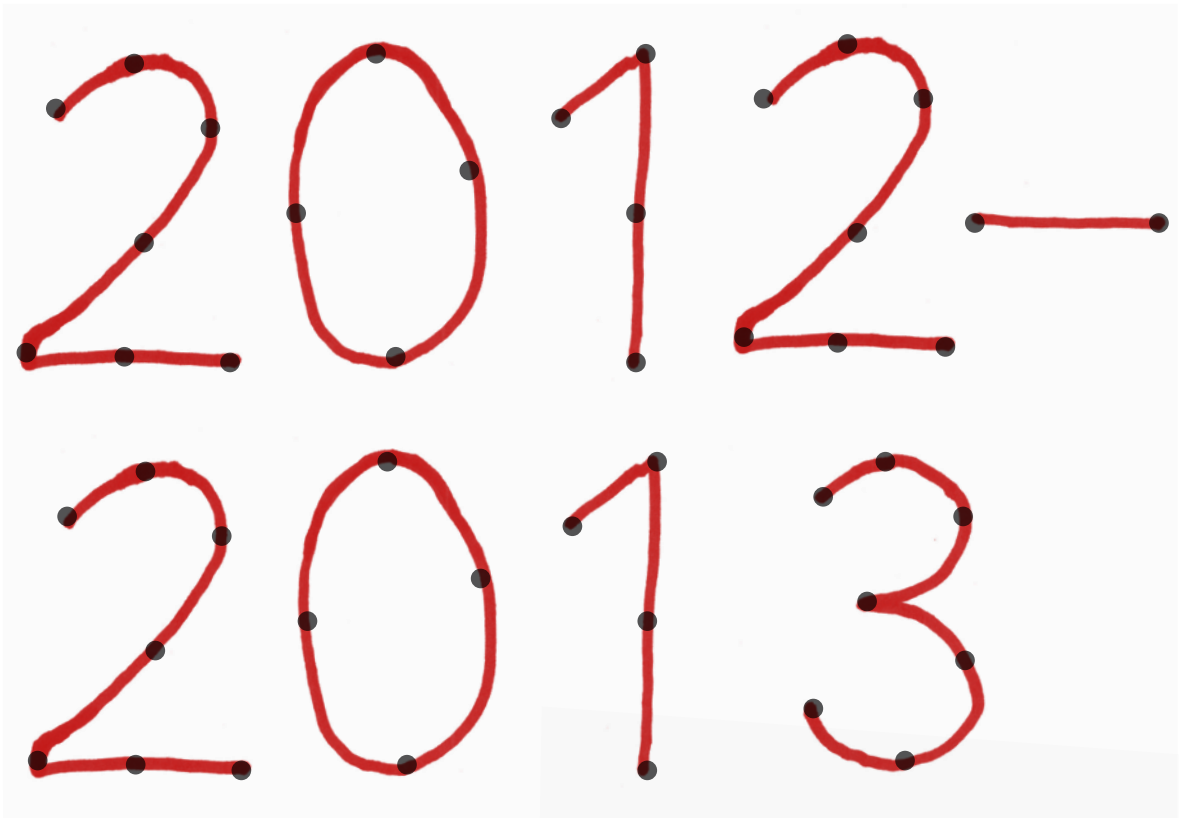




United Way
Saskatoon & Area



Annual Report



MESSAGE FROM THE EXECUTIVE DIRECTOR & BOARD CHAIR



Executive Director Sheri Benson provides input at community meetings for Saskatoon's Plan to End Homelessness.

We are pleased to report on the efforts that have taken place throughout the 2012-2013 year. The time, talent and contributions of many committed citizens have resulted in several notable accomplishments.

The 2012 campaign revenue of \$6.6 million is a record high for our organization. This success is only possible because of the thousands of volunteers, donors, and community partners who made a conscious decision to give, volunteer and act. Because of their generosity and dedication, United Way has made significant investments and advancements towards our goals.

- United Way is moving people out of poverty and into sustainable, healthy situations and ensuring that all individuals have their basic needs met.
- The past year has seen significant progress in the development of a concrete Plan to End Homelessness. We also developed and implemented a Cold Weather Strategy to ensure everyone in our community has access to a warm safe place to sleep; and we continue to invest in programs and services that meet basic needs, and move people into healthy, sustainable situations.

- United Way is building a strong community with healthy people by ensuring accessibility to services and supports and opportunities for everyone to integrate and participate in our community.
- Our community is strongest when individuals and families are connected to the supports they need, when they feel engaged and included, and when they have a sense of wellbeing and safety. Together with our United Way partners in Regina, we have made significant advancements towards the operationalization of 211 Saskatchewan with the launch planned for Fall of 2013. This information and referral service will connect individuals and families to the supports they need to be healthy, strong and engaged.
- United Way is helping kids and youth be all that they can be by supporting access to programs and opportunities that promote all stages of development, from early learning to transitioning into adulthood.

MESSAGE FROM THE EXECUTIVE DIRECTOR & BOARD CHAIR



Board Chair Doug Borrowman delivers Thank You message at Dinner Date 2012.

- In order to become successful adults, children and youth need positive role models and reinforcement, access to good nutrition and to feel connected to our community. Through our various funding streams, capacity building, knowledge sharing and research initiatives we are investing in our community's future leaders.
- Aboriginal engagement continues to be a priority of United Way of Saskatoon and Area. Not only are we working to ensure our organization is reflective of the Aboriginal community across our volunteer base, workforce and board of directors, but we continue to work towards building a community that values the contributions of its Aboriginal citizens.

United Way of Saskatoon and Area brings people and resources together to build vibrant, caring communities. Beyond the financial investments, our work, leadership, expertise and facilitation contribute to social planning, community collaboration, public awareness, and education and training. Support from the citizens and organizations of Saskatoon and area means we can continue on this path, and achieve lasting, positive change. Thank you to everyone who has contributed to the successes of the past year. Your support has changed lives.

Sheri Benson
Executive Director

Doug Borrowman
Board Chair

BOARD OF DIRECTORS

Doug Borrowman

Chair

Jyotsna (Jo) Custead

Vice-Chair

Cornelia Laliberte

Past-Chair

Coordinator, First Nations and Métis Education, Greater
Saskatoon Catholic Schools

Cara Cameron

Treasurer

Credit Support Manager, Affinity Credit Union

Linda Moulin

2012 Community Campaign Chair

SVP & Chief Governance Officer, Affinity Credit Union

Jason Aebig

Senior Strategist, Creative Fire

Daphne Arnason

Vice President, Internal Audit, PotashCorp

Cecilia (CeCe) Baptiste

Controller, First Nations Bank of Canada

Keith Bryant

Sergeant, Northwest Division, Saskatoon Police Service

Barbara Cape

President, SEIU-West

Andrew Coutts

Partner, Deloitte Canada

Warren Isbister

Aboriginal Diversity & Inclusion Consultant, Treaty Six
Territory, City of Saskatoon Community Development Branch

Wilma Isbister

General Manager, Dakota Dunes Community
Development Corporation

Darrin Kruger

President, USW 7552, Agrium

Michelle Ouellette, Q.C.

Barristor & Solicitor, McKercher LLP

Lea Pennock

Sean Quinn

Vice President, Law & General Counsel,
Cameco Corporation

\$5,400,000

In 2012 United Way of Saskatoon and Area invested \$5.4 million into our community, building an environment where everyone can participate, reach their full potential, and have a better life. Thank you to all of our donors, volunteers and community partners for making this investment possible. Your generosity has changed and improved lives.

\$4,200,000

Of the overall investment, \$4.2 million was strategically allocated to agencies and organizations providing essential programs and services, and meeting vital or emerging community needs. This investment helps ensure that these important programs and services are available in Saskatoon and area.

\$1,200,000

The dollars disbursed to community agencies do not reflect the full impact of how United Way contributes to change. An additional \$1.2 million in resources was invested into 211 Saskatchewan, The Plan to End Homelessness, capacity building initiatives, collaborative projects, education, training and support for local agencies.

Beyond the financial investment, the work, leadership, expertise and facilitation by United Way contributes to social planning, community collaboration, public awareness, and education and training. These actions inspire an even greater impact on positive outcomes and lasting, genuine change in our community.



TREASURER'S REPORT



The overall investment of \$5.4 million addresses complex social issues in our community, strengthens and supports a network of local agencies, programs and services, and builds a community that is great for everyone.

I am pleased to report on the financial highlights of United Way of Saskatoon and Area for the year ending March 31, 2013.

Due to the generous support of our community and the dedication of our volunteers, United Way has made the largest community investment in its history. The overall investment of \$5.4 million addresses complex social issues in our community, strengthens and supports a network of local agencies, programs and services, and builds a community that is great for everyone.

Our investments during the fiscal year include:

- \$4.2 million allocated directly to agencies and organizations providing essential programs and services, and meeting vital or emerging needs;
- \$1.2 million towards initiatives including 211 Saskatchewan, The Plan to End Homelessness, and other capacity building and collaborative projects, including education, training and support for local agencies and individuals working towards bettering our community.

This year's community investment could not have happened without the dedication and hard work of the United Way Finance staff and the Finance Committee. Also, thank you to KPMG for their continued support of United Way of Saskatoon and Area throughout the audit process.

Cara Cameron, CMA, CIA

Treasurer | United Way of Saskatoon and Area
Board of Directors



KPMG LLP
Chartered Accountants
 500 – 475 Second Avenue South
 Saskatoon Saskatchewan S7K 1P4
 Canada

Telephone (306) 934-6200
 Fax (306) 934-6233
 Internet www.kpmg.ca

INDEPENDENT AUDITORS' REPORT

To the Members of United Way of Saskatoon and Area

We have audited the accompanying financial statements of United Way of Saskatoon and Area, which comprise the statement of financial position as at March 31, 2013, March 31, 2012 and April 1, 2011 and the statements of revenue and expenses, net assets and cash flows for the years ended March 31, 2013 and March 31, 2012, and notes, comprising 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 consolidated 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 our 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, we consider 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 in our audit is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of United Way of Saskatoon and Area as at March 31, 2013, March 31, 2012 and April 1, 2011, and its results of operations and its cash flows for the years ended March 31, 2013 and March 31, 2012 in accordance with Canadian accounting standards for not-for-profit organizations.

Chartered Accountants
 Saskatoon, Canada
 May 28, 2013

KPMG LLP, is a Canadian limited liability partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. KPMG Canada provides services to KPMG LLP.



UNITED WAY OF SASKATOON AND AREA

Statement of Financial Position

March 31, 2013, March 31, 2012 and April 1, 2011

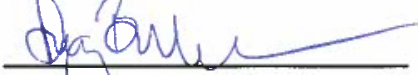
	March 31, 2013	March 31, 2012	April 1, 2011
Assets			
Current assets:			
Cash and cash equivalents	\$ 2,917,730	\$ 2,649,328	\$ 2,105,873
Pledges receivable (note 2)	2,488,529	2,502,623	2,092,848
Investment in 211 Saskatchewan (note 3)	39,000	-	-
Accounts receivable	35,544	13,816	69,414
Prepaid expenses	28,961	58,178	65,576
	5,509,764	5,223,945	4,333,711
Capital assets (note 4)	163,357	50,903	60,921
	\$ 5,673,121	\$ 5,274,848	\$ 4,394,632

Liabilities and Net Assets


Current liabilities:			
Accounts payable and accrued liabilities	\$ 122,055	\$ 102,545	\$ 117,104
Allocations committed to agencies	2,257,937	2,063,730	2,059,667
Deferred revenue (note 5)	588,587	659,648	670,342
	2,968,579	2,825,923	2,847,113
Net assets			
Operating reserve	770,771	753,022	686,598
Allocations reserve	1,500,000	1,295,000	800,000
Technology capital reserve	270,414	350,000	-
Invested in capital assets	163,357	50,903	60,921
	2,704,542	2,448,925	1,547,519
Commitments (notes 3 and 6)			
	\$ 5,673,121	\$ 5,274,848	\$ 4,394,632

See accompanying notes to financial statements.

On behalf of the Board:



Director



Director

UNITED WAY OF SASKATOON AND AREA

Statement of Revenue and Expenses

Years ended March 31, 2013 and 2012

	2013	2012
Revenue:		
Campaign contributions	\$ 6,478,699	\$ 6,311,160
Funds transferred from other United Way organizations	159,322	116,199
Gross campaign revenue	6,638,021	6,427,359
Less provision for uncollectible pledges	(122,828)	(125,154)
Net campaign revenue	6,515,193	6,302,205
Other revenue:		
Grants	193,314	122,356
Other	44,973	55,742
Interest	31,987	23,328
Bequests	5,000	27,367
	6,790,467	6,530,998
Fundraising expenses (schedule 3)	1,158,614	1,002,296
Net revenue available for allocations and programs	5,631,853	5,528,702
Allocations and programs:		
Allocations to agencies (schedule 1)	3,313,088	2,872,605
Community services and initiatives (schedule 2)	1,193,674	944,411
Donor directed giving (note 8)	869,474	810,280
	5,376,236	4,627,296
Excess of revenue over expenses	\$ 255,617	\$ 901,406

See accompanying notes to financial statements.

UNITED WAY OF SASKATOON AND AREA

Statement of Net Assets

Years ended March 31, 2013 and 2012

March 31, 2013	Invested in Capital Assets	Allocations Reserve	Technology Capital Reserve	Operating Reserve	Total
Balance, beginning of year	\$ 50,903	\$ 1,295,000	\$ 350,000	\$ 753,022	\$ 2,448,925
Excess (deficiency) of revenue over expenses	(44,638)	-	-	300,255	255,617
Purchase of capital assets	157,092	-	-	(157,092)	-
Internal transfers:					
Community investment	-	(369,944)	(79,586)	449,530	-
Project transfers	-	574,944	-	(574,944)	-
Balance, end of year	\$ 163,357	\$ 1,500,000	\$ 270,414	\$ 770,771	\$ 2,704,542

March 31, 2012	Invested in Capital Assets	Allocations Reserve	Technology Capital Reserve	Operating Reserve	Total
Balance, beginning of year	\$ 60,921	\$ 800,000	\$ -	\$ 686,598	\$ 1,547,519
Excess (deficiency) of revenue over expenses	(23,637)	-	-	925,043	901,406
Purchase of capital assets	13,619	-	-	(13,619)	-
Internal transfers:					
Community investment	-	(19,437)	-	19,437	-
Project transfers	-	514,437	350,000	(864,437)	-
Balance, end of year	\$ 50,903	\$ 1,295,000	\$ 350,000	\$ 753,022	\$ 2,448,925

See accompanying notes to financial statements.

UNITED WAY OF SASKATOON AND AREA

Statement of Cash Flows

Years ended March 31, 2013 and 2012

	2013	2012
Cash flows from (used in):		
Operations:		
Excess of revenue over expenses	\$ 255,617	\$ 901,406
Item not involving cash:		
Amortization of capital assets	44,638	23,637
Change in non-cash operating working capital:		
Pledges receivable	14,094	(409,775)
Investment in 211 Saskatchewan	(39,000)	-
Accounts receivable	(21,728)	55,598
Prepaid expenses	29,217	7,398
Accounts payable and accrued liabilities	19,510	(14,559)
Allocations committed to agencies	194,207	4,063
Deferred revenue	(71,061)	(10,694)
	425,494	557,074
Investing:		
Purchase of capital assets	(157,092)	(13,619)
Increase in cash and equivalents	268,402	543,455
Cash and cash equivalents, beginning of year	2,649,328	2,105,873
Cash and cash equivalents, end of year	\$ 2,917,730	\$ 2,649,328
Cash and cash equivalents consists of the following:		
Cash	\$ 606,578	\$ 898,506
Short-term investments	2,311,152	1,750,822
	\$ 2,917,730	\$ 2,649,328

See accompanying notes to financial statements.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements

Years ended March 31, 2013 and 2012

United Way of Saskatoon and Area ("United Way") is incorporated without share capital as a non profit organization under the laws of Saskatchewan. Its mission is to improve lives and build community by engaging individuals and mobilizing collective action.

As a registered charitable organization under the Income Tax Act (Canada), United Way is exempt from income taxes and is able to issue donation receipts for income tax purposes.

On April 1, 2011, United Way adopted Canadian Accounting standards for Not-For-Profit Standards in Part III of the CICA Handbook. These are the first financial statements prepared in accordance with Not-For-Profit Standards.

In accordance with the transitional provisions in Not-For-Profit Standards, United Way has adopted the changes retrospectively, subject to certain exceptions allowed under the standards. The transition date is April 1, 2011 and all comparative information provided has been presented by applying Not-For-Profit Standards. There were no adjustments arising on transition.

1. Significant accounting policies:

The financial statements have been prepared by management in accordance with Canadian Accounting Standards for Not-For-Profit Standards in Part III of the CICA Handbook.

(a) Revenue recognition:

United Way follows the deferral method of accounting for campaign revenue. Non designated campaign contributions are recognized as revenue in the period the contribution is received or receivable. A provision for uncollectible pledges is recorded to reduce pledges receivable and revenue.

Campaign contributions where the donor has directed that the funds be allocated to a registered charity are initially recorded as deferred revenue. Upon payment of the funds to the registered charity, the payment is recognized as an expense and the contribution is recognized as revenue. Administration fees related to donor directed contributions are recognized in the period the payment is made to the registered charity.

Grants and externally restricted contributions are recognized as revenue in the year which the related expenses are recognized. Grants approved but not received at the end of an accounting period are accrued. Where a portion of a grant relates to a future period, it is deferred and recognized in that subsequent period.

Interest revenue is recognized as revenue when earned. Other revenue including revenue from fees, contracts and registration fees are recognized when the services are provided.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

1. Significant accounting policies (continued):

(b) Cash and cash equivalents:

Cash and cash equivalents include cash on hand and short-term investments held at financial institutions which are highly liquid with original maturities of less than three months.

(c) Pledges receivable:

Contribution pledges are recorded as receivable when committed and allowances are provided for amounts estimated to be uncollectible.

(d) Joint projects:

The investment in 211 Saskatchewan which is jointly owned and controlled by United Way is accounted for using the equity method.

(e) Capital assets:

Capital assets are recorded at cost. Repairs and maintenance costs are charged to expenses. 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 over their estimated useful lives using the following methods and annual rates:

Asset	Method	Rate
Furniture and fixtures	Declining balance	10%-20%
Computer equipment	Straight-line	20%
Computer software	Straight-line	20%
Leaseholds	Straight-line	Term of lease

Capital assets are not subject to amortization until they are substantially complete and available for their intended use.

(f) Allocations to agencies:

Allocations to agencies include amounts paid as well as those portions of the allocation which will be paid over the balance of the calendar year.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

1. Significant accounting policies (continued):

(g) Donated goods and services:

Goods and services contributed to United Way to be consumed in operations are not recorded as revenue due to the difficulty of determining the fair value.

(h) Use of estimates:

The preparation of financial statements require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenue and expenses during the year. Significant items subject to such estimates and assumptions include the carrying amount of capital assets and, the provision for uncollectible pledges, accrued liabilities and the allocation of operating expenses. Actual results could differ from these estimates.

(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 recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. United Way has not elected to carry any such financial instruments at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

With respect to financial assets measured at cost or amortized cost, United Way recognizes in excess of revenue over expenses an impairment loss, if any, when it determines that a significant adverse change has occurred during the period in the expected timing or amount of future cash flows. When the extent of impairment of a previously written down asset decreases and the decrease can be related to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed in excess of revenue over expenses in the period the reversal occurs.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

1. Significant accounting policies (continued):

(j) Allocation of operating expenses:

Operating expenses are incurred to support functional areas and are allocated to fundraising and community services and initiatives expenses based on a time study method. Following this method, operating expenses are allocated as follows:

	2013	2012
Campaign expenses	59%	60%
Community services expenses	41%	40%

2. Pledges receivable:

	March 31, 2013	March 31, 2012	April 1, 2011
Pledges receivable	\$ 2,773,529	\$ 2,783,623	\$ 2,357,098
Allowance for uncollectible pledges receivable	(285,000)	(281,000)	(264,250)
	\$ 2,488,529	\$ 2,502,623	\$ 2,092,848

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

3. Investment in 211 Saskatchewan:

In June of 2012 the United Way entered into a memorandum of understanding ("MOU") with United Way of Regina to jointly develop the 211 Saskatchewan database which will allow internet users to access a full range of community, social, government and health services within the province of Saskatchewan. The MOU specified that each organization would contribute \$130,000 for this project. As of March 31, 2013, United Way's share of 211 Saskatchewan's net database development expenses are \$91,000 and United Way has a remaining investment of \$39,000 in the project.

The operating results of 211 Saskatchewan for the period from June 1, 2012 to March 31, 2013 are summarized as follows:

	2013
Revenue:	
Grant - Urban Aboriginal Strategy	\$ 45,000
Expenses:	
Database development	227,000
Deficiency of revenue over expenses	\$ (182,000)
United Way - 50% share	\$ (91,000)

Effective May 28, 2013, United Way signed a new memorandum of understanding with United Way of Regina relating to 211 Saskatchewan. Pursuant to this memorandum, United Way agrees to pay 50% of all costs associated with the development and operation of the database designed to facilitate internet user access to community, social, government and health services within the province of Saskatchewan. These costs are anticipated to be incurred between April 1, 2013 and March 31, 2016 and United Way's share of these costs are expected to approximate \$175,000 per year.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

4. Capital assets:

March 31, 2013	Cost	Accumulated amortization	Net book value
Furniture and fixtures	\$ 53,323	\$ 19,474	\$ 33,849
Computer equipment	76,148	19,709	56,439
Computer software	102,880	33,036	69,844
Leaseholds	32,745	29,520	3,225
	\$ 265,096	\$ 101,739	\$ 163,357

Included above are computer software assets currently not being amortized as they are being prepared for their intended use. As at March 31, 2013, the cost of these assets aggregated to \$64,909.

March 31, 2012	Cost	Accumulated amortization	Net book value
Furniture and fixtures	\$ 61,128	\$ 31,379	\$ 29,749
Computer equipment	58,588	47,963	10,625
Computer software	32,427	31,572	855
Leaseholds	32,745	23,071	9,674
	\$ 184,888	\$ 133,985	\$ 50,903

April 1, 2011	Cost	Accumulated amortization	Net book value
Furniture and fixtures	\$ 86,382	\$ 56,901	\$ 29,481
Computer equipment	52,908	44,602	8,306
Computer software	37,391	36,245	1,146
Leaseholds	32,745	10,757	21,988
	\$ 209,426	\$ 148,505	\$ 60,921

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

5. Deferred revenue:

	March 31, 2013	March 31, 2012	April 1, 2011
Donor directed giving	\$ 491,057	\$ 585,007	\$ 561,272
Program grants	97,530	74,641	109,070
	\$ 588,587	\$ 659,648	\$ 670,342

6. Commitments:

United Way is committed to payments under an operating lease for office space through October 31, 2013 and an operating lease for equipment through November 30, 2014.

Future minimum payments, by year and in aggregate, under these commitments, consisted of the following at March 31, 2013:

2014	\$ 56,917
2015	455
	\$ 57,372

Subsequent to March 31, 2013 United Way allocated \$216,000 to community initiatives.

7. Restrictions on net assets:

The operating reserve represents the accumulated excess of revenue over expenses net of allocations to other reserve accounts. The board has determined that United Way needs to retain a level of funds to support the Organization in periods of uncertainty and that this amount be 10-12% of net campaign revenue.

The allocations reserve represents funds that the Board of Directors has internally restricted to be used with respect to, community investment and building for the future through United Way programs. The specific use of funds and adjustments to the reserve are subject to determination by the Board of Directors and include initiatives such as 211 Saskatchewan, the Plan to End Homelessness and capacity building.

The technology capital reserve represents funds that the Board of Directors has approved to be used with respect to upgrading United Way's database, network and systems.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

7. Restrictions on net assets (continued):

Equity in capital assets represents the unamortized cost of capital assets. Adjustments to the reserve are made for additions, disposals and amortization of capital assets.

8. Donor directed giving:

Campaign contributions include donor directed giving in the amount of \$963,481 (March 31, 2012 - \$892,829) of which \$869,474 (net of administration fees) (March 31, 2012 - \$810,280) has been paid to registered charities in Canada pursuant to donor requests.

9. Financial risk management:

The Organization's financial risks are as follows:

a) Interest rate risk:

United Way is exposed to interest rate risk arising from fluctuations in interest rates on amounts invested in interest bearing cash accounts with interest based on prime rates.

b) Credit risk:

United Way is exposed to credit risk to the extent that its donors may experience financial difficulty and would be unable to meet their pledge obligations. However, United Way has a large number of donors, which minimized the concentration of credit risk. United Way assesses, on a continuous basis, pledges receivable and provides for any amount that are not collectible in the allowance for uncollectible pledges receivable.

UNITED WAY OF SASKATOON AND AREA

Notes to Financial Statements (continued)

Years ended March 31, 2013 and 2012

10. Transparency, accountability and financial reporting:

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

	2013		2012	
Fundraising ratio:				
Gross campaign revenue	\$ 6,638,021		\$ 6,427,359	
Direct fundraising expenses (schedule 3)	799,033		695,082	
Allocation of operating expenses (schedule 4)	359,581		307,214	
Total fundraising expenses	\$ 1,158,614	17.5%	\$ 1,002,296	15.6%
Allocation ratios:				
Net campaign and other revenue	\$ 6,790,467		\$ 6,530,998	
Allocation to net assets (excess of revenue over expenses)	255,617	3.9%	901,406	13.8%
Funds provided for allocations and programs	5,376,236	79.2%	4,627,296	70.9%

11. Comparative figures:

Certain of the prior year's figures have been reclassified to conform to the current year's presentation.

Schedule 1

UNITED WAY OF SASKATOON AND AREA

Schedule of Allocations to Agencies

Years ended March 31, 2013 and 2012

	2013	2012
Funded Agencies:		
AIDS Saskatoon	\$ 67,155	\$ -
Autism Services of Saskatoon	77,000	77,000
Avenue Community Centre for Gender and Sexual Diversity	79,568	77,250
Big Brothers Big Sisters of Saskatoon and Area	185,922	184,630
Boys and Girls Clubs of Saskatoon	59,413	59,000
Canadian Mental Health Association	72,605	72,100
Canadian National Institute for the Blind	75,000	70,000
Canadian Paraplegic Association	81,900	78,000
Canadian Red Cross Society	105,735	105,000
Catholic Family Services of Saskatoon	195,000	195,000
CHEP Good Food Inc.	99,000	95,200
Community Legal Assistance Services for Saskatoon Inner City	60,210	-
Community Living Association of Saskatoon	64,826	64,375
Cosmopolitan Industries	48,196	28,000
Crocus Co-operative	60,420	60,000
Elizabeth Fry Society	75,000	24,000
Epilepsy Saskatoon	29,000	58,000
Family Service Saskatoon	205,000	205,000
Girl Guides of Canada - Bridging Rivers Area	31,000	31,000
John Howard Society	146,015	145,000
Learning Disabilities Association of Saskatchewan	88,163	87,550
Maggie's Child Care for Teen Parents	20,140	20,000
Read Saskatoon	75,000	-
Saskatchewan Abilities Council	72,605	72,100
Saskatchewan Deaf & Hard of Hearing Services	70,490	70,000
Saskatoon Community Mediation Services	-	5,000
Saskatoon Crisis Intervention Service	80,000	80,000
Saskatoon Downtown Youth Centre	60,000	-
Saskatoon Friendship Inn	135,000	113,300
Saskatoon Housing Coalition	60,210	-
Saskatoon Indian & Métis Friendship Centre	65,455	65,000
Saskatoon Interval House	70,000	70,000
Saskatoon Open Door Society	72,605	72,100
Saskatoon Services for Seniors	65,455	65,000
Saskatoon Sexual Assault and Information Centre	50,000	47,000
YMCA Saskatoon	130,000	130,000
YWCA Saskatoon	199,000	199,000
Funded agencies	\$ 3,132,088	\$ 2,724,605

Schedule 1 - continued

UNITED WAY OF SASKATOON AND AREA

Schedule of Allocations to Agencies - continued

Years ended March 31, 2013 and 2012

	2013	2012
Community initiatives and short-term allocations:		
Milk for Children - Saskatoon Food Bank and Learning Centre	\$ 25,000	\$ 22,000
Out of the Cold - The Lighthouse Supported Living	25,000	-
Education and Volunteer Program - Sexual Health Centre	15,000	10,000
Get Fit and Have Fun - Whitecap Dakota First Nation	15,000	-
Life Enrichment Program – Cheshire Homes of Saskatoon Society	15,000	-
General Program - Core Neighborhood Youth Coop (CNYC)	15,000	15,000
General Program - Saskatoon Association for the Rehabilitation of the Brain Injured (SARBI)	15,000	9,000
Building a Wired Future - Computer for Kids Canada Inc.	10,000	7,000
General Program - Saskatoon Student Wellness Initiative Toward Community Health (SWITCH)	10,000	13,000
Voice and Tools against Family Violence – International Women of Saskatoon	6,970	-
Eviction Prevention Program – Community First Development Fund of Saskatoon	6,650	-
Rainbow 50+ - Spectrum Core Community Services	5,500	-
Food as Social Enterprise – CHEP Good Food Inc.	5,000	-
General Program – Global Gathering Place	5,000	-
General Program – Leadership Saskatoon	3,600	-
Summer Snack Program – Saskatoon and District Labour Council	2,000	-
Resource Centre – Saskatoon Council on Aging	1,280	-
White Buffalo Youth Lodge (WBYL) - City of Saskatoon	-	25,000
Simply ABC! - READ Saskatoon	-	20,000
Walk in Advocacy Clinic and Legal Advice Clinic - Community Legal Assistance Services for Saskatoon Inner City Inc. (CLASSIC)	-	20,000
Crisis Nursery - Saskatoon Society for the Protection of Children Inc.	-	5,000
General Program - Saskatoon Community Youth Arts Programming Inc. (SCYAP)	-	2,000
Community initiatives and short-term allocations	181,000	148,000
	\$ 3,313,088	\$ 2,872,605

Schedule 2

UNITED WAY OF SASKATOON AND AREA

Schedule of Community Services and Initiatives

Years ended March 31, 2013 and 2012

	2013	2012
Salaries and benefits	\$ 496,757	\$ 469,233
Capacity building	141,173	41,274
Community building initiatives	113,749	112,366
211 Saskatchewan (note 3)	91,000	-
United Way of Canada - membership	47,159	38,944
Saskatoon Community Foundation - Tomorrow Fund	21,500	42,367
Meetings and travel	11,867	12,009
Promotion and public relations	6,534	8,083
Occupancy	5,866	5,530
Professional development and recruitment	5,093	11,861
Office equipment and supplies	3,098	3,448
	943,796	745,115
Allocation of operating expenses (schedule 4)	249,878	199,296
	\$ 1,193,674	\$ 944,411

UNITED WAY OF SASKATOON AND AREA

Schedule of Fundraising Expenses

Years ended March 31, 2013 and 2012

	2013	2012
Salaries and benefits	\$ 523,748	\$ 466,769
Promotion, public relations and special events	215,262	175,594
Service charges	29,746	27,179
Professional development and recruitment	17,198	14,178
Meetings and travel	8,486	6,695
Office equipment and supplies	4,454	3,986
Occupancy	139	681
	799,033	695,082
Allocation of operating expenses (schedule 4)	359,581	307,214
	\$ 1,158,614	\$ 1,002,296

Schedule 4

UNITED WAY OF SASKATOON AND AREA

Schedule of Operating Expenses

Years ended March 31, 2013 and 2012

	2013	2012
Salaries and benefits	\$ 310,691	\$ 210,770
Occupancy	94,957	75,665
Professional fees	59,213	93,817
Office supplies and equipment	44,793	40,618
Amortization	44,638	23,637
Promotion and public relations	20,457	20,702
Professional development and recruitment	10,731	16,196
Meetings and travel	10,347	5,415
Board and governance	8,445	14,673
Service charges	5,187	5,017
Total operating expenses before allocation	609,459	506,510
Allocation to fundraising expenses (schedule 3)	(359,581)	(307,214)
Allocation to community services and initiatives (schedule 2)	(249,878)	(199,296)
	\$ -	\$ -



United Way
Saskatoon & Area

100 - 506 25th Street East
Saskatoon, SK S7K 4A7
P | 306-975-7700
F | 306-244-0583
E | office@unitedwaysaskatoon.ca
www.unitedwaysaskatoon.ca