

Financial statements of

**United Way of London &  
Middlesex**

March 31, 2011

# United Way of London & Middlesex

March 31, 2011

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## Independent Auditor's Report

The Board of Directors and Members of  
United Way of London & Middlesex

We have audited the financial statements of United Way of London & Middlesex, which comprise the statement of financial position as at March 31, 2011 and the statements of fund revenue and expenses, changes in fund balances, and 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 generally accepted accounting principles, 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 audit opinion.

**Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of United Way of London & Middlesex as at March 31, 2011 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

A handwritten signature in cursive script that reads "Deloitte & Touche LLP".

Chartered Accountants  
Licensed Public Accountants  
May 25, 2011

# United Way of London & Middlesex

Statement of fund revenue and expenses  
year ended March 31, 2011

	Internally Restricted			2011	2010
	Operations Fund	Strategic, Contingency & Stability Fund	Property/ Equipment Fund	Total	Total
	\$	\$	\$	\$	\$
<b>Revenue</b>					
Net donations and grants (Note 7)	8,784,187	-	-	8,784,187	8,559,496
Investment income (Note 8)	83,542	-	-	83,542	124,933
Unrealized gain on investments	152,496	-	-	152,496	316,397
Other income	91,937	-	-	91,937	123,332
<b>Gross revenue</b>	<b>9,112,162</b>	<b>-</b>	<b>-</b>	<b>9,112,162</b>	<b>9,124,158</b>
Community investments (Note 9)					
Community Fund (Schedule 1)	5,414,000	-	-	5,414,000	5,200,000
Donor Directed Funds (Schedule 2)	592,276	-	-	592,276	444,062
Strategic investments (Schedule 3)	822,903	145,000	-	967,903	858,286
United Way community services	583,342	-	15,325	598,667	768,919
<b>Total investment</b>	<b>7,412,521</b>	<b>145,000</b>	<b>15,325</b>	<b>7,572,846</b>	<b>7,271,267</b>
Revenue (expenses) in excess of community investments	1,699,641	(145,000)	(15,325)	1,539,316	1,852,891
Less: fundraising expenses	1,357,364	-	28,460	1,385,824	1,281,388
<b>Net revenue over expense</b>	<b>342,277</b>	<b>(145,000)</b>	<b>(43,785)</b>	<b>153,492</b>	<b>571,503</b>

# United Way of London & Middlesex

Statement of changes in fund balances  
year ended March 31, 2011

					2011	2010
		Internally Restricted				
	Operating	Strategic, Contingency & Stability	Property/ Equipment	Subtotal Internally Restricted	Total	Total
	\$	\$	\$	\$	\$	\$
<b>Balance, beginning of year</b>	<b>257,390</b>	<b>437,876</b>	<b>429,717</b>	<b>867,593</b>	<b>1,124,983</b>	553,480
Excess of revenues over expenses	342,277	(145,000)	(43,785)	(188,785)	153,492	571,503
Property and equipment additions	(22,492)	-	22,492	22,492	-	-
Amortization of deferred income	(4,076)	-	4,076	4,076	-	-
<b>Balance, end of year</b>	<b>573,099</b>	<b>292,876</b>	<b>412,500</b>	<b>705,376</b>	<b>1,278,475</b>	1,124,983

# United Way of London & Middlesex

## Statement of financial position as at March 31, 2011

	2011	2010
	\$	\$
<b>Assets</b>		
Current assets		
Cash and cash equivalents	440,517	546,766
Cash and cash equivalents - restricted	796,216	484,857
Short-term investments	2,615,353	2,402,186
Pledges receivable (Note 5)	3,720,054	3,534,285
Sundry receivables/prepays	83,679	95,220
	<b>7,655,819</b>	7,063,314
Property and equipment (Note 6)	429,822	451,115
	<b>8,085,641</b>	7,514,429
<b>Liabilities</b>		
Current liabilities		
Accounts payable and accruals (Note 11)	5,502,394	5,375,209
Project funds	796,216	484,857
Designations payable	67,790	77,848
Deferred revenue	423,444	430,134
	<b>6,789,844</b>	6,368,048
Deferred contributions for property and equipment (Note 6)	17,322	21,398
	<b>6,807,166</b>	6,389,446
Commitments (Note 11)		
<b>Fund balances</b>		
Operating	573,099	257,390
Internally restricted	705,376	867,593
	<b>1,278,475</b>	1,124,983
	<b>8,085,641</b>	7,514,429

Approved by the Board of Directors

\_\_\_\_\_ Director

\_\_\_\_\_ Director

# United Way of London & Middlesex

## Statement of cash flows year ended March 31, 2011

	2011	2010
	\$	\$
<b>Operating activities</b>		
Excess of revenues over expenditures	153,492	571,503
Add items not affecting cash:		
Amortization	43,785	45,809
Unrealized gain on investments	(152,496)	(316,397)
Change in non-cash operating working capital		
Pledges receivable	(185,769)	(319,497)
Sundry receivables/prepays	11,541	13,943
Accounts payable and accruals	127,185	(47,014)
Project funds	311,359	(186,459)
Designations payable	(10,058)	(74,610)
Deferred revenue	(6,690)	69,431
Deferred contributions for property and equipment	(4,076)	(4,076)
	<b>288,273</b>	<b>(247,367)</b>
<b>Investing activities</b>		
Property and equipment additions	(22,492)	(22,727)
Acquisition of short-term investments	(60,671)	(74,659)
Cash and cash equivalents - restricted	(311,359)	109,604
	<b>(394,522)</b>	<b>12,218</b>
Decrease in cash	(106,249)	(235,149)
Cash and cash equivalents, beginning of year	546,766	781,915
<b>Cash and cash equivalents, end of year</b>	<b>440,517</b>	<b>546,766</b>

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

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### 1. Vision and mission of the United Way

United Way of London & Middlesex ("United Way") is incorporated under the laws of Ontario as a corporation without share capital and is a registered charity under the Income Tax Act.

*Our vision: A community where everyone matters.*

*Our mission: We mobilize the power of our community to create lasting change.*

### 2. Changes in accounting policies

*Future accounting changes*

*New accounting framework*

The CICA issued a new accounting framework applicable to not-for-profit organizations. Effective for fiscal years beginning on January 1, 2012, not-for-profit organizations will have to choose between International Financial Reporting Standards (IFRSs) and accounting standards for not-for-profit organizations, whichever suits them best. The United Way currently plans to adopt the new accounting standards for not-for-profit organizations for its fiscal year beginning on April 1, 2012; however the date of transition to the new standards and the impact of this transition have not yet been determined.

### 3. Significant accounting policies

The financial statements have been prepared by management of the United Way in accordance with Canadian generally accepted principles and reflect the following significant accounting policies:

*Use of estimates*

The preparation of these financial statements requires management to make estimates and assumptions that affect revenues and expenditures during the reporting periods. These estimates include allowance for doubtful pledges, and amortization of property and equipment in addition to the reported amounts of assets, liabilities and disclosure of contingent liabilities at the date of the financial statements. Actual results could differ from these estimates.

*Campaign proceeds and pledges and campaign expenses*

Income from non designated donations and fund raising is recorded when received. Restricted contributions are deferred and recorded as revenue in the period when the related expense occurs. Pledges are recognized as receivable if the amounts can be reasonably estimated and collectability is reasonably assured. A pledge loss is recorded for estimated uncollectable pledges.

Campaign expenditures are recorded in the period they occur.

*Allocation to agencies*

Allocations to agencies are recognized as an expense in the year in which the allocations are approved by the Board of Directors, which coincides with the recognition of the revenue from which the allocations are made.

*Financial instruments*

As permitted for non-profit organizations, the United Way has decided to apply Section 3861, Financial Instruments - Disclosure and Presentation, in place of Section 3862, Financial Instruments - Disclosure, and Section 3863, Financial Instruments - Presentation.

Financial assets and financial liabilities are initially recognized at fair value and their subsequent measurement is dependent on their classification as described below. Their classification depends on the purpose for which the financial instruments were acquired or issued, their characteristics and the United Way's designation of such instruments. Settlement date accounting is used.

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

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### 3. Significant accounting policies (continued)

#### *Financial instruments (continued)*

The United Way has made the following classifications:

- i. Cash and investments are classified as "held for trading". They are measured at fair value and any gains or losses resulting from the re-measurement at the end of each period are recognized in net income.
- ii. Pledges receivable are classified as "loans and receivables". They are recorded at cost, which upon their initial measurement is equal to their fair value. Subsequent measurements are recorded at amortized cost using the effective interest method.
- iii. Accounts payable, designations payable and accruals are classified as "other financial liabilities". They are recorded at their cost which upon their initial measurement is equal to their fair value. Subsequent measurements are recorded at amortized cost using the effective interest method.

#### *Cash and cash equivalents*

Cash and cash equivalents include cash and short-term investments with maturities of three months or less from the date of acquisition.

#### *Short-term investments*

United Way presents their investments at fair market value as they are liquid and are available for use.

#### *Property and equipment*

Purchased assets are recorded at cost and "gifts-in-kind" are recorded at the fair market value at the date of donation.

Amortization expense is realized on a straight-line basis at the following annual rates:

Buildings	2.5%
Equipment	33.3%
Furniture	10.0%

#### *Project funds*

Project funds consist of donations and grants that are intended for specified projects.

### 4. Fund accounting

The financial statements separately disclose the activities of the following funds maintained by United Way of London & Middlesex.

**The Operating Fund** represents the excess of revenue over expenditures related to ongoing programs and activities. All agency allocations, strategic investments funded from the annual campaign and United Way agency itself are financed from this fund.

**The Property/Equipment Fund** represents grants received and funds allocated by United Way for the premises and equipment used in its operations. The balance in this fund represents the net investment in capital assets.

**The Strategic, Contingency & Stabilization Fund** represents funds set aside to cover contingencies, such as shortfalls, which may occur in future campaigns, as well as funding new programs to deal with emerging community issues.

In 2010, the Board of Directors authorized transfers from the Operating Fund to the Strategic, Contingency & Stabilization Fund of \$217,617. This amount is equal to one-half of the Operating Fund's surplus less any unrealized gains and losses on investments.

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

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### 5. Pledges receivable

	2011	2010
	\$	\$
Prior year		
Pledges receivable	157,659	92,776
Allowance for doubtful pledges	(20,000)	(20,000)
	<u>137,659</u>	<u>72,776</u>
Current year		
Pledges receivable	3,937,395	3,816,509
Allowance for doubtful pledges	(355,000)	(355,000)
	<u>3,582,395</u>	<u>3,461,509</u>
	<u>3,720,054</u>	<u>3,534,285</u>

### 6. Property and equipment and deferred contributions

	2011			2010
	Cost	Accumulated amortization	Net book value	Net book value
	\$	\$	\$	\$
Land	70,000	-	70,000	70,000
Buildings	534,229	251,697	282,532	295,888
Furniture and equipment	316,585	239,295	77,290	85,227
	<u>920,814</u>	<u>490,992</u>	<u>429,822</u>	<u>451,115</u>

The land and certain buildings were gifted to United Way in 1976. Deferred contributions for property and equipment in the amount of \$17,322 (2010 - \$21,398) represents the unamortized portion of the contributed buildings.

### 7. Donations, grants and promotional events

United Way participates in a number of community projects in addition to providing funding for its funded agencies. While funding for these agencies comes mainly from the annual campaign, other sources of funding are solicited for other projects in which we participate. Revenue is recognized in the year where related agency funding is paid or community projects costs have been incurred.

#### *Annual campaign*

The revenue reported for the year ended March 31, 2011 reflects the campaign which was held in the fall of 2010. Those dollars raised provide the funding for the allocations that will be paid to funded agencies during the year ended March 31, 2012. The announced campaign achievement includes commitments from individuals and corporations. For a number of reasons, not all pledged donations are ultimately received and a pledge loss results.

In March 2011, United Way announced its 2010 Campaign achievement estimated to be \$8,103,200 (2009 Campaign - \$7,685,778).

#### *Other campaigns*

United Way operates a major gift program to solicit and allocate individual gifts (over \$5,000) which are directly allocated to specific programs. United Way also operates a Planned Giving program to encourage bequests to the United Way.

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

### 7. Donations, grants and promotional events (continued)

#### *Funded projects*

##### Family Networks

Family Networks is the service response to the "Protecting Children is Everybody's Business" research. The research identified factors such as poverty, maternal mental health, abuse and poor parenting skills as contributing to the increasing numbers of children entering the care of the Children's Aid Society.

Family Networks is a neighbourhood-based support service for families operating in Northeast and East London sites. It is financially supported by government, foundations, and other generous donors through United Way.

The Ministry's grant to Family Networks goes to two programs A771 - Community Capacity Building \$259,955 (2010 - \$259,955) and A556 Children & Families Intervention \$44,650 (2010 - \$44,650). Both program funds were spent during the year.

##### Other programs

United Way also acts as administrator for other programs which are generally funded by various levels of government or community funding organizations. These programs generally have a life span of between six months and three years and focus on specific issues in the community. United Way provides the infrastructure for these programs and can provide management and expertise when required.

#### *Net donations and grants*

	2011			2010		
	Donations	Grants	Total	Donations	Grants	Total
	\$	\$	\$	\$	\$	\$
Annual campaign						
Donations	7,935,771	-	7,935,771	7,643,076	-	7,643,076
Special events revenue	111,796	-	111,796	90,707	-	90,707
Actual achievement	8,047,567	-	8,047,567	7,733,783	-	7,733,783
Subsequent donations	232,422	-	232,422	272,934	-	272,934
Less:						
Pledge loss	(329,021)	-	(329,021)	(301,808)	-	(301,808)
Special event expense	(75,321)	-	(75,321)	(93,281)	-	(93,281)
	<b>7,875,647</b>	<b>-</b>	<b>7,875,647</b>	<b>7,611,628</b>	<b>-</b>	<b>7,611,628</b>
Other campaigns						
Planned giving	56,333	-	56,333	11,871	-	11,871
Funded projects						
Volunteer leadership	32,370	-	32,370	28,878	-	28,878
Family networks	-	324,836	324,836	237,183	304,605	541,788
Other	334,478	160,523	495,001	283,844	81,487	365,331
	<b>366,848</b>	<b>485,359</b>	<b>852,207</b>	<b>549,905</b>	<b>386,092</b>	<b>935,997</b>
	<b>8,298,828</b>	<b>485,359</b>	<b>8,784,187</b>	<b>8,173,404</b>	<b>386,092</b>	<b>8,559,496</b>

#### *Promotional events*

Several promotional events, such as the Harvest Lunch, and Day of Caring, are held with the intent to raise the profile and to support the objectives of the organization without the intent to raise funds. Total revenue from these events was \$111,796 offset by expense of \$75,321 (2010 - \$90,707 and \$93,281 respectively).

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

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### 8. London Community Foundation

#### *Forever Fund*

The 1997 United Way contributed its endowment fund to the London Community Foundation by way of a "specified gift" as defined by Canada Revenue Agency. The contribution created the "Forever Fund" which received a matching contribution from the Lawson Foundation Challenge Grant program. As a result of this transaction, United Way conveyed legal title over the Fund to the London Community Foundation but has access to the Fund by way of loans to an extent of 25% of the Fund's capital value. In addition, United Way is entitled to the net investment income earned by the Fund, which is used towards community programs.

Net realized (loss) gains in the Fund for the calendar year ending December 31, 2010 was \$(1,741) (2010 - \$(2,725)). Unrealized gains in the Fund were \$77,849 (2010 - \$95,260) for the calendar year ending December 31, 2010. The current value of the Fund, including the above transfer and investment return to December 31, 2010, approximates \$939,846 (2010 - \$895,739).

Included in investment income of \$83,542 (2010 - \$124,933) is the balance of \$10,612 (2010 - \$32,000) which was interest income owing to United Way for the year ended December 31, 2010 from the Forever Fund held by the London Community Foundation.

#### *Stability Fund*

In 2006, the Board approved the creation of "United Way of London & Middlesex Stability Fund", to be managed by the London Community Foundation (LCF). The initial contribution of \$50,000 to the LCF Fund was by way of a "specified gift" as defined by Canada Revenue Agency. As a result of this transaction, United Way conveyed legal title over the Fund to the London Community Foundation but has access to the full value of the Fund in the event of a "hardship" as defined in the agreement. The current value of the Fund at December 31, 2010, approximates \$161,102 (2010 - \$148,855).

### 9. Community investments

#### *Community investments*

United Way of London & Middlesex has several distinct streams through which it supports needed human care services and addresses the community's most urgent social issues. Funding decisions are guided by:

- United Way's Mission, Values and Principles;
- United Way's Ends Policy;
- The annual statement of Funding Priorities;
- Ongoing relevant research about community needs, problems and issues;
- Commitment to serve the citizens of both the City of London and the County of Middlesex;
- Availability of resources.

#### *Community Fund*

This fund is built up with donations from thousands of donors during the annual campaign. The process for determining funding allocations is through the Planning and Allocations volunteer structure in accordance with the following board established priorities, criteria and financial parameters:

- Provides funding to services that meet ongoing needs through funded agencies.
- Provides funding for ongoing operating expenses and recognizes that there are administrative costs to providing quality, well-managed services.
- Must meet United Way funding criteria.
- Is a contractual relationship through the terms of the United Way/Funded Agency Agreement.

#### *Donor Directed Fund*

A donation to United Way is generally allocated to the Community Fund which provides funding for programs and services which are needed in our community. However, when making a donation to the United Way, a donor may direct or designate their donation, or a portion thereof, to any registered Canadian charity.

# United Way of London & Middlesex

## Notes to the financial statements

March 31, 2011

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### 9. Community investments (continued)

#### *Strategic investments*

In addition to funded agency allocations, the Board of Directors may direct a portion of the annual campaign dollars to new strategic initiatives. These funds may be used to fund new programs, operated by United Way or through an agency, to deal with emerging community issues.

#### *United Way community services*

United Way not only provides services through its funded agencies, but also provides support to the community through various activities. This includes research, advocacy and convening community partners to address social issues.

### 10. Related party transactions

Throughout the year, United Way collects and distributes campaign revenue for other United Way organizations throughout Canada. Total distributions in fiscal 2011 were \$97,834 (2010 - \$92,790). Funds received from other United Ways in this manner in fiscal 2011 were \$1,275,279 (2010 - \$1,344,470).

The United Way is also charged an administration fee by United Way - Canada-Centraide Canada. Total fees charged in 2011 were \$70,277 (2010 - \$52,983).

### 11. Commitments

The Board of Directors has approved the allocation of \$5,414,000 (2010 - \$5,200,000) to funded agencies in fiscal 2012. The allocation is reported in accounts payable. The agreement provides for changes to the allocated amounts under certain circumstances.

In addition, United Way committed \$107,000 over three years during fiscal 2007 in funding for Outcome Evaluation Training for non-profit organizations in London and Middlesex. The Province of Ontario has committed additional funds through the Trillium program. In the prior year, \$11,308 was spent in relation to the three year commitment. The commitment was fulfilled in the current year.

### 12. Line of credit

The United Way has an authorized line of credit of \$200,000 bearing interest at bank prime + 1% per year. The amount outstanding at March 31, 2011 is \$Nil (2010 - \$Nil). The line of credit is secured by a general security agreement against the assets of the United Way.

### 13. Financial instruments

#### *Fair value*

The fair value of cash, pledges receivable, sundry receivables, accounts payable, accrued liabilities, project funds and designations payable approximates carrying value due to their short-term maturity. Investments are carried at fair value and are based on quoted market prices.

#### *Credit risk*

The United Way collects pledges from donors in the normal course of its operations and maintains provisions for pledge losses. Due to the nature of pledges, the United Way is not able to reduce its credit risk.

#### *Interest rate risk*

The United Way is exposed to interest rate risk, which is the risk that the fair values or future cash flows associated with its investments will fluctuate due to changes in market interest rates. Management addresses this risk through use of an investment manager to monitor and manage investments.

# United Way of London & Middlesex

Notes to the financial statements

March 31, 2011

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## 14. Capital management

The United Way's objectives when managing capital are to develop and maintain a financial model and a capital expenditure process which supports the strategic directions of the United Way, and safeguards the United Way's ability to continue to provide benefits to the community.

The United Way monitors and assesses its financial performance to ensure its capital structure, consisting of net assets, is appropriately maintained. In order to maintain its capital structure, the United Way may engage in additional fundraising or adjust community investments.

The entity is not subject to any externally imposed capital requirements.

## 15. Comparative figures

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

# United Way of London & Middlesex

## Schedule of community fund - Schedule 1 year ended March 31, 2011

	2011	2010
	\$	\$
Across Languages	36,500	36,500
Big Brothers Big Sisters of London	400,000	399,509
Boys' & Girls' Club of London	435,000	431,000
Canadian Mental Health Association	334,000	144,584
Changing Ways (London) Inc.	184,000	183,855
Children's Aid Society - Mutual Aid Program for Parents	195,000	189,205
CNIB	193,000	205,000
Community Living London	123,000	120,563
Crouch Neighbourhood Resource Centre	121,000	114,680
Daya Counselling Centre	105,000	89,700
Epilepsy Support Centre	110,000	105,000
Family Service Thames Valley	466,500	452,930
Glen Cairn Community Resource Centre	164,000	164,000
Horton Street Seniors' Centre	73,000	72,770
Hospice of London	125,000	131,500
Information London	5,000	-
John Howard Society of London & District	358,500	328,213
Learning Disabilities Association of Ontario-London Region	120,000	117,000
London and District Distress Centre	148,000	137,483
London Coffee House Program	-	134,600
London Employment Help Centre	165,000	162,800
London Intercommunity Health Centre	84,000	83,655
London Occupational Safety & Health Information Service	-	89,066
LUSO Community Services	127,500	127,196
Meals on Wheels	91,000	87,250
N'Amerind (London) Friendship Centre	66,500	66,096
Ontario March of Dimes	80,000	94,785
SARI Therapeutic Riding	40,500	40,500
Scouts Canada, London Regional Council	15,000	15,000
Sexual Assault Centre London	69,000	68,985
South London Neighbourhood Resource Centre	121,000	107,099
Stevenson Children's Camp	97,000	96,530
The Canadian Hearing Society, London & District Regional Office	71,000	75,900
Unity Project	62,500	-
Vanier Children's Centre	65,000	-
WIL Employment Services for London Middlesex Immigrant Employment Council (LMIEC)	33,000	-
Women's Rural Resource Centre	107,000	106,546
Y.M.C.A. of London	230,000	230,000
Youth Opportunities Unlimited	192,500	190,500
<b>Total funds allocated to Funded Agencies</b>	<b>5,414,000</b>	<b>5,200,000</b>

# United Way of London & Middlesex

Schedule of donor directed funds - Schedule 2  
year ended March 31, 2011

	2011	2010
	\$	\$
<b>Donor Directed Funds</b>		
Funded agencies and programs	93,050	84,904
Other communities/United Ways	74,728	61,177
National Accounts	202,049	163,467
Other charities	169,444	134,514
Internal - Women in Philanthropy	53,005	-
<b>Total Donor Directed Funds</b>	<b>592,276</b>	<b>444,062</b>

# United Way of London & Middlesex

## Schedule of strategic investments - Schedule 3 year ended March 31, 2011

	2011	2010
	\$	\$
<b>Strategic investments funded from annual campaign</b>		
Family Networks	50,000	-
Financial Literacy	15,000	-
Help Yourself Through Hard Times	5,000	5,000
Immigration	40,000	-
Literacy in London & Middlesex	10,000	2,500
London Coffee House	20,000	-
Mergers and Strategic Partnerships	-	41,921
Multi-Cultural Initiatives	-	42,000
My Sister's Place - WOTCH	-	42,898
Project CAMP	5,000	-
<b>Total funds allocated to strategic investments from annual campaign</b>	<b>145,000</b>	<b>134,319</b>
<b>Strategic investments funded from other sources</b>		
Caring for Others	-	10,000
Child and Youth Network Poverty Awareness	28,654	4,127
Family Networks	324,836	585,963
Gen Next	-	4,943
Ivey Bequest	99,996	-
Literacy in London & Middlesex	22,873	-
London & Middlesex Local Immigration Partnership	160,583	-
My Space	2,791	-
New Beginnings Loan Fund	16,800	16,500
Other	-	23,202
Outcome Evaluation Initiative	1,313	11,308
Poverty Reduction	-	40,486
Women in Philanthropy	53,005	-
Winter Warmth	80,000	-
Youth Leadership Programs	32,052	27,438
<b>Total funds allocated to strategic investments from funded projects</b>	<b>822,903</b>	<b>723,967</b>
<b>Total funds allocated to strategic investments</b>	<b>967,903</b>	<b>858,286</b>