

United Way of the Alberta Capital Region

Financial Statements
March 31, 2016



June 14, 2016

Independent Auditor's Report

To the Members of United Way of the Alberta Capital Region

We have audited the accompanying financial statements of United Way of the Alberta Capital Region, which comprise the statement of financial position as at March 31, 2016 and the statements of operations, changes in net assets and cash flows for the year then ended, and the related notes, which comprise 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 audit opinion.

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Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of United Way of the Alberta Capital Region as at March 31, 2016 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.

PricewaterhouseCoopers LLP

Chartered Professional Accountants

United Way of the Alberta Capital Region

Statement of Financial Position

As at March 31, 2016

	2016 \$	2015 \$
Assets		
Current assets		
Cash and short-term investments	15,480,456	13,044,652
Campaign pledges receivable	7,256,372	8,697,875
Other receivables	108,639	41,122
Prepaid expenses and other	202,184	126,237
	<u>23,047,651</u>	<u>21,909,886</u>
Capital assets (note 3)	<u>5,936,149</u>	<u>6,470,675</u>
	<u>28,983,800</u>	<u>28,380,561</u>
Liabilities		
Current liabilities		
Accounts payable and accrued liabilities (note 4)	2,252,681	2,372,084
Deferred contributions (note 5)	2,489,058	3,400,974
Mortgage payable (note 6)	148,490	140,443
	<u>4,890,229</u>	<u>5,913,501</u>
Mortgage payable (note 6)	1,497,946	1,646,436
Deferred capital contributions (note 7)	<u>352,405</u>	<u>520,871</u>
	<u>6,740,580</u>	<u>8,080,808</u>
Net Assets		
Unrestricted	5,837,042	3,884,672
Internally restricted investment in capital assets	3,937,308	4,162,925
Internally restricted operating funds (note 8)	<u>12,468,870</u>	<u>12,252,156</u>
	<u>22,243,220</u>	<u>20,299,753</u>
	<u>28,983,800</u>	<u>28,380,561</u>
Commitments (note 9)		

Approved by the Board of Directors

 Director

 Director

The accompanying notes are an integral part of these financial statements.

United Way of the Alberta Capital Region

Statement of Changes in Net Assets

For the year ended March 31, 2016

	Unrestricted \$	Internally restricted investment in capital assets \$	Internally restricted operating funds \$ (note 8)	Total net assets \$
Balance – March 31, 2014	3,388,747	4,407,726	11,044,045	18,840,518
Excess of revenue over expenses for the year	1,854,047	(394,812)	-	1,459,235
Transfer to reserves	(10,644,607)	-	10,644,607	-
Utilization of reserves	9,436,496	-	(9,436,496)	-
Purchase of capital assets	(17,177)	17,177	-	-
Mortgage repayment	(132,834)	132,834	-	-
Balance – March 31, 2015	3,884,672	4,162,925	12,252,156	20,299,753
Excess of revenue over expenses for the year	2,313,379	(369,912)	-	1,943,467
Transfer to reserves	(10,029,034)	-	10,029,034	-
Utilization of reserves	9,812,320	-	(9,812,320)	-
Purchase of capital assets	(3,852)	3,852	-	-
Mortgage repayment	(140,443)	140,443	-	-
Balance – March 31, 2016	5,837,042	3,937,308	12,468,870	22,243,220

The accompanying notes are an integral part of these financial statements.

United Way of the Alberta Capital Region

Statement of Operations

For the year ended March 31, 2016

	2016 \$	2015 \$
Revenue		
Contributions and pledges	25,282,965	24,137,560
Provision for uncollectible pledges	(802,501)	(574,794)
	<hr/>	<hr/>
Grant revenue	24,480,464	23,562,766
Earned income	1,188,133	970,116
Investment income	140,947	120,355
Other revenue	71,816	97,062
	23,985	27,491
	<hr/>	<hr/>
	25,905,345	24,777,790
Fundraising expenses (schedule 1)	<hr/>	<hr/>
	4,845,597	4,632,077
	<hr/>	<hr/>
	21,059,748	20,145,713
Program expenses		
Community allocations (schedule 2)	11,815,068	11,621,992
United Way programs and initiatives (schedule 3)	3,828,941	3,633,140
Member and non-member designations	3,102,360	3,036,534
	<hr/>	<hr/>
	18,746,369	18,291,666
Excess of revenue over expenses before amortization	<hr/>	<hr/>
	2,313,379	1,854,047
Recognized capital contributions	168,466	168,467
Amortization expense	<hr/>	<hr/>
	(538,378)	(563,279)
Excess of revenue over expenses for the year	<hr/>	<hr/>
	1,943,467	1,459,235

The accompanying notes are an integral part of these financial statements.

United Way of the Alberta Capital Region

Statement of Cash Flows

For the year ended March 31, 2016

	2016 \$	2015 \$
Cash provided by (used in)		
Operating activities		
Excess of revenue over expenses for the year	1,943,467	1,459,235
Item not affecting cash		
Amortization – net	369,912	394,812
	2,313,379	1,854,047
Net change in non-cash working capital items (note 10)	266,720	(295,243)
	2,580,099	1,558,804
Investing activities		
Purchase of capital assets	(3,852)	(17,177)
Financing activities		
Mortgage repayment	(140,443)	(132,834)
Increase in cash and short-term investments during the year	2,435,804	1,408,793
Cash and short-term investments – Beginning of year	13,044,652	11,635,859
Cash and short-term investments – End of year	15,480,456	13,044,652
Cash and short-term investments comprise		
Cash	13,480,456	11,044,652
Short-term investments	2,000,000	2,000,000
	15,480,456	13,044,652

The accompanying notes are an integral part of these financial statements.

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

1 Organization

The mission of United Way of the Alberta Capital Region (the United Way) is to mobilize collective action to create pathways out of poverty.

The United Way is a registered charitable organization and a public charitable foundation incorporated under the Charities Act in the Province of Alberta and as such is exempt from tax under the Income Tax Act.

2 Summary of significant accounting policies

These financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO). The preparation of financial statements for the reporting period necessarily includes the use of estimates and approximations, which have been made using careful judgment. Actual results could differ from those estimates. Significant estimates and judgments include the provision for uncollectible pledges and allocation of expenses. These financial statements have, in management's opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below.

Revenue recognition

These financial statements have been prepared using the deferral method, the key elements of which are:

- Contributions and pledges

Contributions and pledges relate to campaigns and events conducted by corporations, employee groups, employee funds, individuals and foundations during the year to raise support for projects, services provided by funded member agencies, funded non-member agencies, partnerships addressing new and emerging needs and other registered Canadian charities.

These contributions and pledges are recognized as revenue in the period in which they are gifted or pledged with the exception of donor restricted funds. All contributions and pledges that are restricted by donors are initially recorded as deferred contributions and then recognized as revenue in the year in which the related expenses are incurred.

- Grant revenue

Unrestricted grants are recognized as revenue when received or receivable if the amount to be received can be estimated and collection is reasonably assured. Externally restricted grants are recorded as deferred contributions and are recognized as revenue in the year the related expenses are incurred.

- Earned income

Earned income includes the provision of services generated through United Way's In-Kind Exchange program. This revenue is unrestricted and recognized in the year it is earned.

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

- Investment income

Investment income is unrestricted and recognized as revenue in the year it is earned.

- Bequests

Unrestricted bequests are recognized as revenue in the period in which they are gifted. Restricted bequests are initially deferred and recognized as revenue in the year in which the related expenses are incurred.

Capital contributions

- Restricted contributions for the purchase of capital assets subject to amortization will be deferred and recognized as revenue on the same basis as the amortization expense related to the acquired asset.
- Restricted contributions for the purchase of capital assets not subject to amortization will be recognized as a direct increase in net assets invested in capital assets.

Donated goods and services

Substantial goods and services are donated in-kind by the community to United Way. No amounts have been reflected in the financial statements for donated goods and services with the exception of capital contributions.

Expense recognition

- Fundraising expenses

Fundraising expenses include all expenses directly associated with fundraising and co-fundraising and an allocation of general management and administration expenses.

- Program expenses

Program expenses include all allocations to agencies and allocations to programs directly delivered by the United Way and an allocation of general and administration expenses.

- Allocated expenses

Expenses identifiable to fundraising or specific programs are charged directly. The remaining indirect expenses are allocated between fundraising and programs using a reasonable estimate of time spent by United Way representatives in support of that function (note 10).

Cash and short-term investments

Cash and short-term investments consist of cash on deposit and short-term investments with maturity periods of less than three months.

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

Campaign pledges receivable

Pledges are recorded as revenue and are receivable when signed pledge documents are received or other documents are available to provide reasonable evidence of a valid pledge. An allowance for doubtful pledges is provided for based on management's best estimate of doubtful amounts.

Included in campaign pledges receivable is an amount related to the United Way's service as a host for certain centrally coordinated campaign initiatives, whereby pledges and associated pledged funds are accumulated on behalf of other organizations. Payments to be made to other organizations in this capacity are included in accounts payable and accrued liabilities.

Due to the non-binding nature of pledges receivable, it is reasonably possible that changes in future conditions in the near term could require a material change in the recognized amount.

Capital assets

Purchased capital assets are recorded at cost less accumulated amortization. Contributed capital assets are recorded at fair value at the date of contribution. Amortization commences when a capital asset is put into use. Amortization of capital assets is provided on a straight-line basis over the following terms:

Building	25 years
Furniture and fixtures	10 years
Equipment	5 years
Computer equipment and software	3 years
Vehicle	3 years

Internally restricted operating funds

The United Way maintains four reserves that may be used to fund operating or capital costs as follows:

- Community investment reserve

The purpose of this reserve is to fund allocations and community building and investment costs in the upcoming year.

- Operating reserve

The purpose of this reserve is to fund United Way operations in the event of a revenue shortfall, or to fund communities and agencies with grants or loans for critical, unanticipated, non-recurring services and capital contingencies that result from conditions beyond the agency's control.

- Innovation reserve

The purpose of this reserve is to provide for the funding of innovative organizational and community opportunities.

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

- Building reserve

The purpose of this reserve is to provide funding for non-routine or unforeseen costs related to the United Way building. The reserve may be used to fund equipment purchases, repairs, renovations, upgrades or other initiatives.

Financial instruments

The United Way's financial assets include cash and short-term investments, campaign pledges receivable and other receivables. Cash and short-term investments, campaign pledges receivable and other receivables are initially recorded at fair value and are subsequently measured at amortized cost using the effective interest rate method.

The United Way's financial liabilities include accounts payable and accrued liabilities and mortgage payable. These financial liabilities are initially recorded at fair value, net of transaction costs, and are subsequently measured at amortized cost using the effective interest rate method.

3 Capital assets

	2016		
	Cost	Accumulated	Net
	\$	amortization	\$
		\$	
Land	872,615	-	872,615
Building	6,345,904	1,757,431	4,588,473
Furniture and fixtures	759,455	585,897	173,558
Equipment	25,483	25,483	-
Computer hardware and software	1,793,237	1,491,734	301,503
Vehicle	28,988	28,988	-
	9,825,682	3,889,533	5,936,149
	2015		
	Cost	Accumulated	Net
	\$	amortization	\$
		\$	
Land	872,615	-	872,615
Building	6,345,904	1,503,594	4,842,310
Furniture and fixtures	759,455	533,968	225,487
Equipment	25,483	24,313	1,170
Computer hardware and software	1,789,385	1,269,955	519,430
Vehicle	28,988	19,325	9,663
	9,821,830	3,351,155	6,470,675

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

4 Accounts payable and accrued liabilities

	2016 \$	2015 \$
Centrally coordinated campaigns payable	1,210,679	1,622,116
Vacation payable	304,552	264,193
Trade accounts payable	410,572	179,013
Accrued liabilities	245,934	171,819
Other	80,944	134,943
	<u>2,252,681</u>	<u>2,372,084</u>

5 Deferred contributions

	2016 \$	2015 \$
Deferred contributions – Beginning of year	3,400,974	3,232,216
Contributions received	4,966,942	4,978,045
Contributions recognized as revenue	(5,878,858)	(4,809,287)
	<u>2,489,058</u>	<u>3,400,974</u>

6 Mortgage payable

	2016 \$	2015 \$
Mortgage payable	1,646,436	1,786,879
Less: Current portion	(148,490)	(140,443)
	<u>1,497,946</u>	<u>1,646,436</u>

The loan bears interest at a rate of 5.654%, is payable in monthly instalments of interest and principal of \$19,723, and matures on January 1, 2020. For the year ended March 31, 2016, total interest expense was \$96,232 (2015 – \$103,225), of which \$8,209 (2015 – \$7,673) related to the current portion of the mortgage payable.

Collateral for the loan is as follows:

- a first mortgage on the freehold property known municipally as 15132 Stony Plain Rd NW and 10120 - 152 Street NW, in the City of Edmonton;
- a first general assignment of rents and leases from the property; and
- a site specific general security agreement.

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

Principal repayments on the mortgage for the next five years and thereafter are as follows:

	\$
2017	148,490
2018	156,999
2019	165,995
2020	175,506
2021	185,562
	<hr/>
	832,552
Thereafter	813,884
	<hr/>
	1,646,436

7 Deferred capital contributions

	2016 \$	2015 \$
Deferred capital contributions – Beginning of year	520,871	689,338
Contributions recognized as revenue	(168,466)	(168,467)
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Deferred capital contributions – End of year	352,405	520,871

8 Internally restricted operating funds

	Community Investment Reserve \$	Operating Reserve \$	Innovation Reserve \$	Building Reserve \$	Total \$
Balance – March 31, 2014	8,573,045	1,219,834	551,166	700,000	11,044,045
Transfer to reserves	10,627,772	-	16,835	-	10,644,607
Utilization of reserves	(9,388,496)	(48,000)	-	-	(9,436,496)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Balance – March 31, 2015	9,812,321	1,171,834	568,001	700,000	12,252,156
Transfer to reserves	10,012,934	-	16,100	-	10,029,034
Utilization of reserves	(9,812,320)	-	-	-	(9,812,320)
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Balance – March 31, 2016	10,012,935	1,171,834	584,101	700,000	12,468,870

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

9 Commitments

United Way leases warehouse premises under a seven-year operating lease, expiring October 31, 2022 required for its In-Kind Exchange and Community Impact programs. Additionally, United Way has a five-year rental agreement for office equipment, expiring March 22, 2018. Lease payments required over the remaining lives of these agreements are as follows:

	Premise Lease \$	Equipment Lease \$	Total \$
2017	110,594	17,647	128,241
2018	117,119	17,647	134,766
2019	121,241	-	121,241
2020	125,362	-	125,362
2021	132,918	-	132,918
Thereafter	221,874	-	221,874
	<hr/>	<hr/>	<hr/>
	829,108	35,294	864,402

10 Net change in non-cash working capital items

	2016 \$	2015 \$
Decrease (increase) in campaign pledges receivable	1,441,503	(775,521)
(Increase) decrease in other receivables	(67,517)	39,266
(Increase) decrease in prepaid expenses and other	(75,947)	10,690
(Decrease) increase in accounts payable and accrued liabilities	(119,403)	261,564
(Decrease) increase in deferred contributions	(911,916)	168,758
	<hr/>	<hr/>
	266,720	(295,243)

11 General management and administration expenses

Total indirect expenses allocated between fundraising and program expenses are as follows:

	2016 \$	2015 \$
Salaries and benefits	1,973,414	2,094,249
Education, training and recognition	71,858	70,368
Meetings and mileage	30,477	9,418
Professional and consulting fees and external services	393,931	326,999
Advertising and promotion	180,577	178,772
Office supplies and administration costs	347,880	337,804
Occupancy costs	271,381	340,491
	<hr/>	<hr/>
	3,269,518	3,358,101

United Way of the Alberta Capital Region

Notes to Financial Statements

March 31, 2016

	2016 \$	2015 \$
Allocated to		
Fundraising expenses (schedule 1)	1,832,195	1,902,160
Program expenses	1,437,323	1,455,941
	<u>3,269,518</u>	<u>3,358,101</u>

12 Pension plan

The United Way maintains a defined contribution pension plan for certain employees, which is funded by employer and employee contributions. Contributions are expensed in the period in which they are remitted to the investment firm. The pension expense for the year ended March 31, 2016 was \$195,783 (2015 – \$183,236).

13 Financial risk management

Credit risk

The United Way is subject to credit risk with respect to campaign pledges receivable. However, the United Way is not exposed to any significant concentration of credit risk due to its large donor base. Management monitors these accounts regularly and is reasonably assured the United Way is not exposed to significant credit risk in excess of the provision for doubtful pledges as at the statement of financial position date.

Interest rate risk

The United Way is potentially subject to concentrations of interest rate risk principally with its short-term investments.

Liquidity risk

The United Way's objective in managing capital is to ensure a sufficient liquidity position to finance its expenses, working capital and overall capital expenditures. Since inception, the United Way has primarily financed its liquidity through campaign revenues, grants and income from its investments and expects to continue to meet future requirements through these sources.

United Way of the Alberta Capital Region

Schedule 1

Schedule of Fundraising Expenses

For the year ended March 31, 2016

	2016 \$	2015 \$
Direct expenses		
Salaries and benefits	2,460,549	2,274,186
Education, training and recognition	14,955	28,038
Meetings and mileage	37,147	39,000
Professional and consulting fees and external services	260,428	175,198
Advertising and promotion	537,653	548,626
Office supplies and administration costs	19,695	21,037
	<hr/>	<hr/>
Cost recovery	3,330,427	3,086,085
	(317,025)	(356,168)
	<hr/>	<hr/>
General management and administration (note 10)	3,013,402	2,729,917
	1,832,195	1,902,160
	<hr/>	<hr/>
	4,845,597	4,632,077
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United Way of the Alberta Capital Region

Schedule of Community Allocations

For the year ended March 31, 2016

Schedule 2

	2016 \$	2015 \$
Member agencies		
Arthritis Society – Alberta and Northwest Territories Division	76,440	76,440
Ben Calf Robe Society	36,400	36,400
Bissell Centre	356,788	356,800
Boys & Girls Clubs Big Brothers Big Sisters of Edmonton and Area	582,860	592,860
Boys and Girls Club of Leduc	51,067	51,200
Canadian Mental Health Association – Edmonton Region	523,265	367,838
Canadian National Institute for the Blind	306,506	306,506
Canadian Red Cross Society	404,680	404,680
Centre for Family Literacy	167,200	104,700
Compass Centre for Sexual Wellness	92,820	92,820
Connect Society	201,503	201,503
E4C	293,800	237,800
Edmonton Epilepsy Association	100,681	100,680
Edmonton's Food Bank	146,578	146,578
Edmonton John Howard Society	310,333	310,333
Edmonton Mennonite Centre for Newcomers	117,863	108,000
Edmonton Social Planning Council	207,600	207,600
Elizabeth Fry Society of Edmonton	120,014	120,043
Fort Saskatchewan Boys and Girls Club	70,792	70,792
Gateway Association for Community Living	95,080	95,080
Goodwill Industries of Alberta	162,491	162,491
Information & Volunteer Centre for Strathcona County	-	54,201
Jewish Family Services	197,682	198,016
KARA Family Resource Centre	111,444	111,444
Leduc and District Food Bank Association	40,000	40,000
Norwood Child and Family Resource Centre	125,949	110,949
Operation Friendship Seniors Society	263,637	263,637
Project Adult Literacy Society	87,416	87,410
Seniors Association of Greater Edmonton	95,000	95,000
Sexual Assault Centre of Edmonton	270,360	270,360
Spinal Cord Injury Association of Alberta	238,600	238,600
St. Albert Community Information & Volunteer Centre	48,062	48,622
St. Albert Family Resource Centre	75,188	75,188
Strathcona Shelter Society – "A Safe Place"	78,640	78,640
Terra Centre for Teen Parents	257,736	257,736
The Family Centre of Northern Alberta (Association)	829,759	855,698
The Support Network	159,260	321,019
Victorian Order of Nurses Edmonton	105,826	158,737
YMCA of Northern Alberta	366,200	366,203
YWCA of Edmonton	210,712	210,712
Youth Empowerment and Support Services	228,369	228,368
Subtotal – Member agencies	8,214,601	8,221,684

United Way of the Alberta Capital Region

Schedule of Community Allocations ...continued

For the year ended March 31, 2016

Schedule 2

	2016 \$	2015 \$
Community partnerships and initiatives		
Aboriginal Counselling Services of Alberta	50,000	50,000
Aboriginal Women's Professional Association	-	12,600
Boyle Street Community Services	80,000	80,060
Centre to End All Sexual Exploitation	50,000	50,000
Community Mapping	75,000	75,000
Community Pathways out of Poverty	80,150	101,000
Community University Partnership for the Study of Children, Youth & Families	35,150	35,000
Community University Partnership – Education and Advocacy for the Early Years	100,000	-
Community University Partnership – End Poverty Edmonton	164,621	50,000
Corporate engagement projects	25,000	45,000
Donate A Ride	290,181	137,102
Drop-In Counselling	60,000	35,000
Edmonton Chamber of Voluntary Organizations	31,200	31,200
Edmonton Community Foundation	14,600	112,135
Edmonton Safe ID Storage Service	36,000	36,000
Edmonton School Lunch	112,692	200,837
Edmonton Seniors Coordinating Council	21,000	21,000
Empower U	208,085	321,997
Fort Saskatchewan – Regional Partnership	55,000	55,000
Inner City Agencies Foundation	122,250	54,779
Institute for Sexual Minority Studies and Services	25,000	25,000
Leduc – Regional Partnership	50,000	-
Native Counseling Services of Alberta	32,000	32,000
Neighbourhood Empowerment Team	308,940	283,000
Partners for Kids	1,351,598	1,371,598
REACH Out of School Time	20,000	-
St. Albert Food Bank and Community Village	12,000	-
St. Albert – Regional Partnership	55,000	55,000
Strathcona County – Regional Partnership	55,000	55,000
Telus World of Science	5,000	-
The Today Family Violence Help Centre	75,000	75,000
Subtotal – Community partnerships and initiatives	3,600,467	3,400,308
	11,815,068	11,621,992

United Way of the Alberta Capital Region

Schedule 3

Schedule of United Way Programs and Initiatives

For the year ended March 31, 2016

	2016 \$	2015 \$
Programs and initiatives		
Community Building and Engagement	824,197	717,474
Community Investment Accountability	525,881	469,097
Community Impact Programs	926,136	878,351
Early Years Continuum Project	-	34,937
Edmonton and Area Mental Health Initiative A Continuum of Support	20,168	-
In-Kind Exchange	619,629	609,312
Kid Kit ®	226,551	-
Labour Partnership	180,776	170,610
Public Education and Advocacy	230,760	199,966
Success by Six ®	-	340,846
United Way of Canada	274,843	212,547
	<hr/> 3,828,941	<hr/> 3,633,140