

FINANCIAL SUMMARY

| | 2019 | 2018 |
|---|------------------|------------------|
| REVENUE | | |
| Net Fundraising Revenue | 4,341,467 | 5,053,359 |
| Other income | 219,964 | 377,148 |
| Tomorrow Fund net revenue | 120,422 | 129,711 |
| Total revenue | 4,681,853 | 5,560,218 |
| EXPENSES | | |
| Fundraising Expenses | 1,041,747 | 1,572,343 |
| Net revenue available for distributions and community programs and services | 3,640,106 | 3,987,875 |
| Community Program Investment | 1,147,299 | 1,133,921 |
| Community Impact Investment | 1,186,873 | 988,538 |
| Designations | 977,582 | 1,353,635 |
| Between the Bridges Grant Expenditures | 124,085 | 283,820 |
| 211 Nova Scotia | 59,909 | 25,386 |
| United Way Canada | 49,741 | 47,959 |
| Tomorrow Fund Disbursement | 120,422 | 129,711 |
| Total expenses | 3,665,911 | 3,962,970 |
| EXCESS OF REVENUE OVER EXPENSES BEFORE OTHER ITEM | (25,805) | 24,905 |
| Other item: Gain on cash surrender value of life insurance | 21,792 | 132,939 |
| EXCESS OF REVENUE OVER EXPENSES | (4,013) | 157,844 |

These statements are a summary of United Way of Halifax Region's consolidated financial statements for the year ended December 31, 2019. A complete set of the audited financial statements are available on our [website](http://www.unitedwayhalifax.ca).

NOTES ABOUT FINANCIAL SUMMARY

FUNDRAISING & ADMINISTRATIVE EXPENSES

Includes staff salaries, marketing material design and printing, direct mail, special events, donor engagement, postage, staff training, database management and analysis, website and research.

DESIGNATIONS

Designations to other registered charities are recognized in revenue and expensed when paid out to the designated organizations.

COMMUNITY IMPACT INVESTMENT

Includes project management, collaborative funding, research, partnership facilitation (e.g. Housing & Homelessness Partnership), staffing, consultation, public education and engagement in poverty issues.

COMMUNITY PROGRAM INVESTMENT

Includes funds provided to agencies to support valuable community programs that provide safe shelter, nutritious meals, crucial connection, dignity, and opportunity to those who need it most.