

**United Way of the Midlands**  
***Standard M Cost Deduction Calculations***  
**For Campaign Designation Payouts associated with the 2017 Campaign**

Fundraising Costs:	New 990	990			Total
		2014/2015	2015/2016	2016/2017	
Fundraising Costs (Part I, line 15)	Part IX Line 25, Column (D) Fundraising	\$ 1,635,224	\$ 1,666,212	\$ 1,789,031	\$ 5,090,467
Public Sector Campaign Fundraising Costs		\$ -	\$ -	\$ -	\$ -
<b>Total</b>		<b>\$ 1,635,224</b>	<b>\$ 1,666,212</b>	<b>\$ 1,789,031</b>	<b>\$ 5,090,467</b>
Direct Public Support (Part I, line i(a))	Part VIII, Line1( d+f)	\$ 13,919,685	\$ 15,722,594	\$ 13,586,518	\$ 43,228,797
Non-Government Grants for which costs are recorded in Program Services	Part IX, Line 25. Column (B)	\$ (415,765)	\$ (1,321,898)	\$ (666,270)	\$ (2,403,933)
<b>Total</b>		<b>\$ 13,503,920</b>	<b>\$ 14,400,696</b>	<b>\$ 12,920,248</b>	<b>\$ 40,824,864</b>
<b>Fundraising Cost Percentage (Total Fundraising Costs divided by Total Funds Raised)</b>		<b>12.1%</b>	<b>11.6%</b>	<b>13.8%</b>	<b>12.5%</b>
<b>Management &amp; General</b>					
Total Management & General Costs (Part I, line 14)	Part IX Line 25, Column (C) M&G, line 25	\$ 506,374	\$ 565,979	\$ 660,921	\$ 1,733,274
Total Revenue (Part I, line 12)	Part VIII , Line 12, Column (A) Total Revenue	\$ 15,557,480	\$ 18,821,864	\$ 15,314,869	\$ 49,694,213
<b>Management &amp; General Cost Percentage</b>		<b>3.3%</b>	<b>3.0%</b>	<b>4.3%</b>	<b>3.5%</b>
<b>Requirement M Cost Recovery Rate</b>					<b>16.0%</b>
<b>Historical Calculation</b>					
	Part IX Line 25, Column (C) M&G	\$ 506,374	\$ 565,979	\$ 660,921	\$ 1,733,274
	Part IX Line 25, Column (D) Fundraising	\$ 1,635,224	\$ 1,666,212	\$ 1,789,031	\$ 5,090,467
		\$ 2,141,598	\$ 2,232,191	\$ 2,449,952	\$ 6,823,741
	Part VIII , Line 12, Column (A) Total Revenue	\$ 15,557,480	\$ 18,821,864	\$ 15,314,869	\$ 49,694,213
		13.8%	11.9%	16.0%	<b>13.9%</b>