

## United Way of Sarnia-Lambton Statement of Revenue & Expenditures General Fund

FOR THE YEAR ENDED 2003

	2003	2002
<b>REVENUE</b>		
Campaign revenue	\$1,820,964	\$1,873,944
Uncollectable pledges and other adjustments	<u>(24,709)</u>	<u>(20,680)</u>
Net revenue from prior year's campaign	1,796,255	1,853,264
Interest	25,415	21,948
Bingo Revenue net of expenses	<u>1,832,060</u>	<u>1,904,094</u>
<b>EXPENDITURES</b>		
Allocation of community services	1,487,352	1,481,949
Campaign & Admin. costs	288,407	279,660
Amortization	14,800	12,838
Community Investment and program costs	115,722	92,739
United Way of Canada	<u>13,481</u>	<u>13,470</u>
	<u>1,919,762</u>	<u>1,880,656</u>
<b>EXCESS OF REVENUE OVER EXPENDITURES</b>	<u><b>(\$87,702)</b></u>	<u><b>\$23,438</b></u>

## United Way of Sarnia-Lambton Supplementary Financial Information

FOR THE YEAR ENDED 2003

WES THOMPSON MEMORIAL ENDOWMENT FUND STATEMENT OF REVENUE AND EXPENDITURES		
	2003	2002
<b>REVENUE</b>		
Memorial Donations	\$ 842	\$ 2,860
Interest Income	<u>34,572</u>	<u>26,114</u>
	35,414	28,974
<b>EXPENDITURES</b>		
Expenses	---	---
<b>EXCESS OF REVENUE OVER EXPENDITURES</b>	<u><b>\$35,414</b></u>	<u><b>\$28,974</b></u>
Fund Balance, beginning	834,056	\$573,051
Transfer from Gen. Fund		232,031
VLD Fund	---	---
Excess of Revenue over Expend.	<u>35,414</u>	<u>28,974</u>
Fund Balance, Ending	<u><b>\$869,470</b></u>	<u><b>\$834,056</b></u>

## United Way of Sarnia-Lambton Balance Sheet

DECEMBER 31, 2003

	2003	2002
<b>ASSETS</b>		
Current Assets		
Cash	\$1,313,409	\$1,438,883
Accounts receivable and accrued interest	30,888	20,313
Campaign pledges receivable	862,900	853,379
Artwork Inventory, Donated	12,320	14,249
Prepaid Expenses	<u>1,656</u>	<u>2,307</u>
	\$2,221,173	2,329,131
<b>INVESTMENTS</b>		
	732,616	580,616
<b>CAPITAL ASSETS</b>		
	<u>38,122</u>	<u>48,722</u>
	<u><b>\$2,991,911</b></u>	<u><b>\$2,958,469</b></u>
<b>LIABILITIES</b>		
Current Liabilities		
Accounts payable and accrued liabilities	43,674	\$21,572
Deferred revenue	<u>1,898,840</u>	<u>1,835,213</u>
	<u>1,942,514</u>	<u>1,856,785</u>
Fund Balances		
General fund	179,927	267,628
Wes Thompson Memorial Endowment fund	<u>869,470</u>	<u>834,056</u>
	<u>1,049,397</u>	<u>1,101,684</u>
	<u><b>\$2,991,911</b></u>	<u><b>\$2,958,469</b></u>

"Financial Statement Highlights.  
Complete Statements Available Upon Request."



## "Investing In Our Community"

### United Way of Sarnia-Lambton

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Visit the United Way's Website  
[www.theunitedway.on.ca](http://www.theunitedway.on.ca)

## Approved Investments 2004-2005

Big Brothers of Sarnia-Lambton	\$83,488
Big Sisters of Sarnia-Lambton	74,000
Boys and Girls Club of Sarnia-Lambton	55,576
Canadian Hearing Society of Sarnia-Lambton	45,000
Canadian Mental Health Association	66,000
Canadian National Institute for the Blind	44,596
Canadian Red Cross, Sarnia-Lambton Branch	24,000
Community Living Sarnia and District	41,000
Credit Counselling Services	15,400
Epilepsy Support Centre	20,000
Family Counselling Centre	232,218
Family Y.M.C.A. of Sarnia-Lambton	71,750
Girl Guides of Canada - Lambton Board	10,000
John Howard Society Sarnia Lambton	85,950
Lambton Elderly Outreach	20,000
Multiple Sclerosis Society Lambton Chapter	27,450
North Lambton Social Services Centre	33,297
Ontario March of Dimes	20,000
Salvation Army	32,425
Sarnia-Lambton Rebound	44,000
Sarnia-Lambton Stroke Recovery Association	10,575
Scouts Canada - Bluewater District	3,049
Sexual Assault Survivors' Centre of Sarnia-Lambton	3,292
St. John Ambulance - Lambton Branch	2,000
Youth Resource Houses Partnership - Our House & Friendship House	52,500
House By The Side Of The Road - YMCA and St. Clair Child & Youth	76,000
Victorian Order of Nurses	77,541
Women's Interval Home - Bethany House	35,000

## Venture Grants

Lambton Seniors Association	\$12,500
Early Years Outreach Program Pathways Health Centre for Children	30,000
Dollars With Sense, Junior Achievement	3,000
Brain Injury Association	10,000
Foot Care Clinic, Victorian Order of Nurses	2,000
Art Therapy, Sexual Assault Survivors' Centre	7,000

# United Way of Sarnia-Lambton

## 47th Annual Report 2003

Investing  
In Our  
Community  
...What matters



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# President's Report

WILLIAM WOODS

This past fiscal year was a great one for the United Way of Sarnia-Lambton. We had a great team of Volunteers that worked extremely well with the staff at the United Way to generate results. The Sarnia-Lambton community has again shown tremendous support towards our campaign and have embraced our vision of effectively meeting the needs of the community. This year's campaign was indeed a team effort. I would like to recognize local industry and their employees, local businesses, individual donors, loaned representatives, the Sarnia-Lambton media, and our many other partners for their contributions to the United Way.

I really want to tip my hat to both Pat Davidson, the 2003 Campaign Chair, and to Laura Black, the Community Investment Chair. Although Pat was new to the position and new to the United Way Board, she has been a long time friend to us and we were very fortunate she accepted the position of Campaign Chair. Pat's Community experience proved invaluable throughout the campaign. In addition to achieving nearly 103% of the campaign target in terms of dollars, Pat's team also exceeded our 10,500 Donor objective. What is even more impressive is the building blocks that Pat helped put in place for future campaigns.

Laura Black, in her first term as Community Investment Chair helped manage the Community Investment process in a year in which we had a new funded agency, the Epilepsy Support Centre. This agency provides much needed services and support to school aged children and has shown outstanding impacts and outcomes in our community in the few years it received Venture Grants.

It is no secret that our United Way is one of the leaders in the country in terms of funding Outcomes and Impacts in our community. Under this funding initiative, agencies and programs that cannot show a tangible outcome or community impact that identifies a Return On Investment will lose United Way investments. Agencies which show a Return on Investment receive, in some cases, increases in their annual investments.

Laura and her team of volunteers embraced this logic. While investment decisions are never easy, they provided quality recommendations to the Board that were the result of some well thought out discussion among the Community Investment Committee.

I want to recognize the entire Board of Directors for their support, in this, my first year as President. Board Members including former Board Presidents were very helpful to not only me, but the United Way overall.

I'd be remiss if I did not mention the staff; many of whom were also new to the United Way in 2003. The staff worked very well and jelled together in a short period of time to assist the Board and all the United Way volunteers to the best of their ability. Board and staff turnover was at an unprecedented high last year, and while we are sorry to see some very good friends of the United Way leave us for various reasons, I am excited about the prospects of 2004 with a United Way team second to none in the country.

Our United Way leads by example and focusing on best practices has made the United Way of Sarnia-Lambton an exciting place to be. Our internal measurements of success are a model to other United Ways and not-for-profit organizations. Each year our measurements and other indicators get more and more specific. Once again, I commend the staff and the Board for the commitment towards success, transparency, and a better place for all of us to live.

## Campaign Chair Report

PAT DAVIDSON

It was my pleasure to chair the 2003 Campaign. While I was not sure what I was getting into, I had a wonderful time and had a great opportunity to work with some outstanding people in Sarnia-Lambton.

As I know everybody is aware, we achieved 103% of our \$1,750,000 goal, and surpassed our 10,500 donor objective by nearly 500 people. This campaign achievement would not be possible if it weren't for a very dedicated group of volunteers; many have volunteered for the United Way in the same capacity for several years. I was only able to meet a small percentage of the thousands of volunteers needed to achieve the nearly \$1.8 Million.

Industry in Sarnia-Lambton has again come to the table to assist us in our efforts. Local industry, their employees, and retirees account for about two thirds of our campaign dollars and this support is vital to the continuing success of the United Way. For years, we have called on industry and their employees, and they have answered our calls for help.

I believe, with our pro-active Community Investments based on tangible returns and community impacts, we have shown those corporate and individual donors that their donations do have an impact on our community; that Sarnia-Lambton is a better place to live for all of us.

I was pleased this year to see so much support from other sectors of our community. The public service for one, showed a great increase over previous years. The Department

Campaign Report Continued...

of Fisheries and Oceans, Human Resource Development Canada, and the Lambton County Municipal government employees are examples of outstanding achievements this year over 2002.

During the past campaign, we also had many new employers in Sarnia-Lambton come to the table with their support, along with the continuing support of other small and medium sized businesses and employers.

The media support this year was second to none. In addition to the overwhelming support from the business community overall, the local media really embraced the United Way and without their help, we would not have been nearly as successful.

One exciting facet of this year's campaign and one that will surely expand in the future is the ever increasing traffic to the United Way website, and our expansion of On-line giving. In 2001 and 2002, the United Way had a total of one on-line donation in each of the years. This year, with just a limited amount of promotion, and a slicker, more technologically advanced system, nearly 30 donors pledged on-line including one Leader of the Way.

The staff and Loaned Representatives at the United Way of Sarnia-Lambton were also a very important key to this year's campaign. The staff and the Loaned Representatives did a super job and I feel very fortunate to have had their support and direction. Special thanks to Imperial Oil for their support of the Loaned Representative program. Special thanks as well to the United Way staff, many of whom were filling new roles this year and doing an excellent job of it under the very capable leadership of Executive Director Dave Brown.

In closing, I wanted the opportunity to thank everybody who played a role in this year's campaign. No matter how large or small a role you might think you had, I can assure you that your involvement had an impact. Even though we started our campaign with some significant challenges, this community continued to pull together to meet the needs of the 28 Funded Agencies and the services they continue to provide across the entire county. You are the ones that made it all possible. We couldn't have done it without you.

## 2003 Board of Directors

Dave Barnes	Laura Black	Pat Davidson
John Forbes	Gerry Little	Pauline Matheson
Lisa Mayer	Rob Moore	Bill Morkin
Pierre Soulard	Mary Thayer	Natalie Thompson
Jerry Vopicka	Bill Woods	

# Community Investment Report

LAURA BLACK

This is my first Community Investment Report for the United Way of Sarnia-Lambton and it has been a very busy year. I would like to thank the many volunteers on the Community Investment Panels, the Community Investment Committee and the United Way Board which reviewed the funded programs. These volunteers dedicated numerous hours reviewing the United Way funded programs to ensure they would yield the best possible outcomes for our community. The programs enrich and better the lives of many in Sarnia-Lambton.

This year, the Community Investment Committee went through many changes. We said a reluctant goodbye to Donald Haagsma, the former Community Investment Chair. We said goodbye to Tom Bourque, a longstanding and very important member of our team who has dedicated over ten years of community service. We also said goodbye to Nancy Vanderjagt and thanked her for her years of service. We thank Donald, Tom and Nancy for their commitment to our community through the United Way of Sarnia-Lambton.

We welcomed Victor Matias, Randy Evans and Thelma Shaw to the CIC team. Victor, Randy and Thelma bring different perspectives and complement the CIC team that includes Gerry Lloyd, Pam Gallant and Brenda Thomas.

The majority of United Way funded programs saw the same or a slight increase in funding as a result of the very successful fundraising campaign. We were pleased this year to accept a new program, the Epilepsy Support Centre Education Outreach Program. The United Way of Sarnia-Lambton now funds 28 agencies and over 65 programs including current Venture Grants.

Again, THANK YOU and I look forward to another successful Community Investment process in 2004-2005.

### Here's how your donation will be invested in 2004-2005

