

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

FOR THE YEAR ENDED 2004

	2004	2003
REVENUE		
Campaign revenue	\$1,886,520	\$1,820,964
Uncollectable pledges and other adjustments	(41,833)	(24,709)
Net revenue from prior year's campaign	1,844,687	1,796,255
Interest	11,111	25,415
Bingo Revenue net of expenses	1,863,183	1,832,060
EXPENDITURES		
Allocation of community services	1,481,947	1,487,352
Campaign & Admin. costs	303,741	288,407
Amortization	13,160	14,800
Community Investment and program costs	110,058	115,722
United Way of Canada	13,463	13,481
	1,922,369	1,919,762
EXCESS OF REVENUE OVER EXPENDITURES	<u>(\$59,186)</u>	<u>(\$87,702)</u>

United Way of Sarnia-Lambton Supplementary Financial Information

FOR THE YEAR ENDED 2004

WES THOMPSON MEMORIAL ENDOWMENT FUND STATEMENT OF REVENUE AND EXPENDITURES

	2004	2003
REVENUE		
Memorial Donations	\$ 3,130	\$ 842
Interest Income	45,303	34,572
	48,433	35,414

EXPENDITURES		
Expenses	---	---

EXCESS OF REVENUE OVER EXPENDITURES	<u>\$48,433</u>	<u>\$35,414</u>
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Fund Balance, beginning	869,470	834,056
Transfer from Gen. Fund	---	---
VLD Fund	---	---
Excess of Revenue over Expend.	48,433	35,414
Fund Balance, Ending	<u>\$917,903</u>	<u>\$869,470</u>

United Way of Sarnia-Lambton Balance Sheet

DECEMBER 31, 2004

	2004	2003
ASSETS		
Current Assets		
Cash	\$1,258,172	\$1,313,409
Accounts receivable and accrued interest	30,211	30,888
Campaign pledges receivable	748,652	862,900
Artwork Inventory, Donated	12,320	12,320
Prepaid Expenses	1,656	1,656
	\$2,051,891	\$2,221,173
INVESTMENTS	880,593	732,616
CAPITAL ASSETS	40,287	38,122
	<u>\$2,971,011</u>	<u>\$2,991,911</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	26,668	43,674
Deferred revenue	1,906,579	1,898,840
	1,933,247	1,942,514
Fund Balances		
General fund	120,741	179,927
Wes Thompson Memorial Endowment fund	917,903	869,470
	1,038,644	1,049,397
	<u>\$2,971,891</u>	<u>\$2,991,911</u>

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



"Investing In Our Community"

United Way of Sarnia-Lambton

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www.theunitedway.on.ca

Approved Investments 2005-2006

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	68,000
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	34,997
Ontario March of Dimes	20,000
Salvation Army	32,425
Sarnia-Lambton Rebound	44,000
Sarnia-Lambton Stroke Recovery Association	12,000
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	81,041
Women's Interval Home - Bethany House	24,000

Venture Grants

Alvinston Resource Centre:	\$15,000
Brain Injury Association:	\$15,000
Lambton Seniors Association, Handyman/Handywoman Program:	\$10,000
Learning Disabilities, Community Awareness Association:	\$20,000
Rebound, Community Justice Circles:	\$23,500
Sarnia Lambton Training Board, Community Profile:	\$8,000
Sexual Assault Survivor's Centre, Art Therapy Program:	\$5,000
Women's Interval Home, Early Years Children's Program:	\$20,000

United Way of Sarnia-Lambton 48th Annual Report 2004



Investing In
Our Community
...What matters



www.theunitedway.on.ca

President's Report

WILLIAM WOODS

The 2004 United Way of Sarnia-Lambton campaign was a success! The \$1,800,000 goal was recognized on Christmas Eve Day. By helping to meet the goal, the local community has once again shown its overwhelming confidence in our United Way. I would like to thank each and every donor and volunteer for your contribution. Your support continues to be the driving force behind the work we do. There were times this past campaign where we struggled, but your generosity helped to get the United Way campaign back on track.

I would really like to thank our 2004 Campaign Chair, Joe Dedecker for the time and energy he provided us with during the campaign. The Board of Directors and United Way staff were thrilled when Joe accepted the Campaign Chair position. Along with being an active force in Sarnia-Lambton politics, Joe has been a long time United Way supporter and past Campaign Cabinet member.

I would also like to thank Laura Black, the Community Investment Chair, for all of the time and research which she dedicated to the Community Investment Process. In her second term as Community Investment Chair, Laura has proven to be a vital part of the United Way team.

The United Way of Sarnia-Lambton continues to be the Canadian leader in terms of funding Outcomes and Impacts in our community. Our 28 agencies must prove that their programs are providing a tangible return on the United Way dollars invested in them. If not, programs may see a decrease in funding, or be cut altogether. Programs which show a definite return on investment may also see increases in United Way funding.

I want to also take this opportunity to recognize the work of our dedicated Board of Directors. The experience and knowledge these individuals provide the United Way with during the course of the year is invaluable, particularly their assistance during the campaign season and during the course of the Community Investment Process.

And, last but not least, I would like to extend a sincere and heartfelt thank you to the United Way staff. While it was a difficult campaign season and there were times we questioned whether the goal could be met, United Way staff worked together to find solutions to ultimately reach the \$1.8 Million mark. I would like to personally thank Dave Brown, Pamela Cumming, Angela Briden, Kristina Andary, Stephanie Bettridge and May Riddell. I would also like to thank our Loaned Representatives

President's Report Continued...

from Imperial Oil, Shell and Zehr's: Paddy Roach, Bob McMillan and June Maruschak.

As many of you know, this will be my 10th and final year serving on the United Way Board of Directors. I would like to personally thank my fellow Board Members, the dedicated staff of the United Way and our member Agencies for the support and encouragement they have provided me with over the last decade. It is not easy to leave an organization which makes such a tremendous impact on our community but I do know that the beneficiaries of our work will continue to be well served by your Board of Directors and an outstanding United Way team. I would be remiss if I did not mention the wonderful generosity of our community partners including local business and industry, individual donors, United Way volunteers and our corporate partners, all of whom make our job easier. It has been an honour to serve as Board President for the last two years and I look forward to many more years of volunteer work with the United Way of Sarnia-Lambton.

Campaign Chair Report

JOE DEDECKER

Chairing the 2004 United Way campaign was a wonderful experience. As a long time supporter of the United Way, I welcomed the opportunity to work more closely with this terrific organization and all of its volunteers as well as staff members.

I was especially pleased that we reached our \$1,800,000 goal in time for the Christmas holidays. None of this would have been possible without the help of countless volunteers including United Way workplace committees and canvassers, the Campaign Cabinet, and the Board of Directors. Most importantly, I would like to thank the thousands of donors who contributed to the campaign. By doing this, you have made a wise investment in your community.

I was especially impressed with the role that our local industry played in this year's campaign. Being a downriver resident, I have always known that industries and their employees were important contributors to the United Way. However, by working so closely with the campaign in the last year, I saw first hand just how vital this sector is, not only to the local economy, but to the Sarnia-Lambton programs and services which receive United Way funding.

Every sector which supports the United Way plays a pivotal role in the work we do. Without the aid of these

Campaign Report Continued...

individuals, reaching our goal would not have been possible. I would like to extend a special thank you to the Sarnia-Lambton media, in particular The Observer, 99.9 The Fox-FM, 1070 CHOK and K106.3 FM for the outstanding coverage which they provided to the United Way during the 2004 campaign. When times got tough, these media outlets stepped up and provided us with stellar coverage.

Because the 2004 campaign posed some challenges, we made a decision in November to send out a bulk mailing to Sarnia-Lambton residents. This is something the United Way has not done in many years. The response was impressive. A number of donors who had contributed made a second donation to the campaign. We also had many first time givers. I would like to thank all of these individuals who gave so generously.

The staff and Loaned Representatives at the United Way of Sarnia-Lambton must also be commended. They provided me with a wealth of guidance and direction during my term as Campaign Chair. I would like to especially thank Imperial Oil, Shell Corunna, and Zehrs Food Markets for providing Loaned Representatives for 2004.

There have been some exciting developments at the United Way in 2005. In particular, the office has moved from the St. Clair Corporate Centre to the ground floor of the Kenwick Building. The move to a lower rent facility will mean a cost savings of nearly \$15,000 a year for the United Way. The new location is also more accessible for donors and will provide the United Way with increased visibility.

In closing, I would like to thank everyone who played a role in the 2004 campaign. Whether you donated money, canvassed employees at your workplace, attended a United Way special event, served on a United Way committee, your role made a difference. On behalf of the United Way staff and the 28 Member Agencies, THANK YOU for investing in What Matters.

2004 Board of Directors

Dave Barnes	Laura Black	Joe Dedecker
John Forbes	Mark Harris	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 has been another very busy year on the Community Investment front. 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. The United Way funding process is a very in depth, three step process involving these three different groups of volunteers. The volunteers dedicated numerous hours reviewing the United Way funded programs to ensure they would yield the best possible outcomes for our community. They look at the outcomes and impacts the programs have on the clients, their families, and our community. They also examine the financial responsibility of the agency, the effectiveness and efficiency of the program, the demographics of our community, and the number of funding priorities the program meets. The programs enrich and better the lives of many in Sarnia-Lambton.

This year, the Community Investment Committee said a reluctant goodbye to Victor Matias and I would again like to thank him for his service. We were, however, pleased to welcome Don McGugan to our Community Investment Team.

All of the 65 United Way funded programs in 28 member agencies saw the same or a slight increase in funding as a result of the very successful fundraising campaign. In addition, the United Way funded venture grants for programs at the Alvinston Resource Centre, the Brain Injury Association of Sarnia-Lambton, the Lambton Seniors Association, Pathways Health Centre for Children, Sarnia-Lambton Rebound, The Sarnia-Lambton Training Board, The Sexual Assault Survivors' Centre, Learning Disabilities and the Women's Interval Home.

Again, THANK YOU and I look forward to another successful Community Investment process in 2005-2006.

Here's how your donation will be invested in 2005-2006

