

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

FOR THE YEAR ENDED DECEMBER 31, 2007

REVENUE	2007	2006
Campaign revenue	\$1,930,364	\$1,883,102
Uncollectable pledges and other adjustments	<u>(17,615)</u>	<u>(17,330)</u>
Net revenue from prior year's campaign	1,912,749	1,865,772
Interest	32,211	29,420
Bingo Revenue net of expenses	9,246	16,221
Other campaign activities net of expenses	<u>791</u>	<u>4,975</u>
	<u>1,954,997</u>	<u>1,916,388</u>

EXPENDITURES	2007	2006
Allocation to community services	1,510,360	1,538,806
Campaign & Admin. costs	308,722	296,857
Community investment and program costs	111,346	105,345
United Way of Canada	13,755	13,515
Winter Warmth program	<u>6,260</u>	<u>N/A</u>
	<u>1,950,443</u>	<u>1,954,523</u>

Fund Balance, Beginning	144,025	132,898
Excess of Revenue		
Over Expenditures	4,554	11,127
Inter-fund Transfers	<u>(39,246)</u>	<u>(49,262)</u>
Fund Balance, Ending	<u>\$ 109,333</u>	<u>\$ 144,025</u>

## United Way of Sarnia-Lambton Supplementary Financial Information

FOR THE YEAR ENDED DECEMBER 31, 2007

### WES THOMPSON MEMORIAL ENDOWMENT FUND STATEMENT OF REVENUE AND EXPENDITURES

REVENUE	2007	2006
Memorial Donations	\$ 1,225	\$ 7,457
Interest Income	<u>34,856</u>	<u>49,262</u>
	<u>36,081</u>	<u>56,719</u>

EXPENDITURES	2007	2006
Inter-fund Transfers	<u>39,246</u>	<u>(49,262)</u>
EXCESS OF REVENUE OVER EXPENDITURES	<u>\$ 75,327</u>	<u>\$ 7,457</u>

Fund Balance, Beginning	966,155	958,698
Excess of Revenue		
Over Expenditures	<u>75,327</u>	<u>7,457</u>
Fund Balance, Ending	<u>\$1,041,482</u>	<u>\$966,155</u>

## United Way of Sarnia-Lambton Balance Sheet

DECEMBER 31, 2007

ASSETS	2007	2006
Current Assets		
Cash and term deposits	\$1,304,048	\$1,211,304
Accounts receivable and accrued interest	22,619	37,612
Campaign pledges receivable	768,319	810,695
Artwork Inventory	12,320	12,320
Prepaid Expenses	<u>1,656</u>	<u>2,565</u>
	\$2,108,962	\$2,074,496
Investments	1,034,011	980,202
Property, Plant and Equipment	<u>27,805</u>	<u>40,476</u>
	<u>\$3,170,778</u>	<u>\$3,095,174</u>

LIABILITIES	2007	2006
Current Liabilities		
Accounts payable and accrued liabilities	35,714	40,498
Deferred revenue	<u>1,984,249</u>	<u>1,944,496</u>
	<u>2,019,963</u>	<u>1,984,994</u>

FUND BALANCES	2007	2006
General fund	109,333	144,025
Wes Thompson Memorial Endowment fund	<u>1,041,482</u>	<u>966,155</u>
	<u>1,150,815</u>	<u>1,110,180</u>
	<u>\$3,170,778</u>	<u>\$3,095,174</u>

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



### United Way of Sarnia-Lambton

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Visit the United Way of Sarnia-Lambton Website  
[www.theunitedway.on.ca](http://www.theunitedway.on.ca)

## Approved Investments 2008-2009

Big Brothers of Sarnia-Lambton	\$ 90,166
Big Sisters of Sarnia-Lambton	79,920
Boys & Girls Club of Sarnia-Lambton	73,113
Canadian Hearing Society of Sarnia-Lambton	55,000
Canadian Mental Health Association	70,000
CNIB	50,000
Canadian Red Cross, Sarnia-Lambton Branch	29,000
Community Living Sarnia & District	41,000
Credit Counselling Services	15,400
Epilepsy Support Centre	20,000
Family Counselling Centre	232,218
Lambton Elderly Outreach	32,000
Lambton Seniors' Association	15,500
Multiple Sclerosis Society	27,450
North Lambton Social Services	42,384
Ontario March of Dimes	20,000
Sarnia-Lambton Rebound	60,000
Salvation Army	45,986
Scouts Canada-Bluewater District (Donor Option)	2,475
Sexual Assault Survivors' Centre (Donor Option)	3,469
St. Clair Child & Youth (Donor Option)	4,158
St. John Ambulance-Lambton Branch (Donor Option)	2,000
Sarnia-Lambton Stroke Recovery Association	13,500
Resource Houses - YMCA	83,500
Amenity Houses - St. Clair Child & Youth	48,500
Victorian Order of Nurses	78,500
Women's Interval Home	24,480
YMCA of Sarnia-Lambton (Donor Option)	2,000

## Venture Grants

Learning Disabilities Association (Homework Hub)	\$30,000
North Lambton Child Care (Agency Revitalization)	6,000
Victorian Order of Nurses (Kids Circle Program)	20,000
Autism Ontario Sarnia-Lambton (Autism Summer Program)	25,000
County of Lambton, Health Services Dept. (Father Involvement Initiative)	22,275
White Cane Club (Services for Blind & Sight Impaired)	12,600
Lambton College (Family Math/Alphabet Fun/Everyday Science)	8,000

# United Way of Sarnia-Lambton 51st Annual Report 2007



*Investing For  
Lasting Change*



[www.theunitedway.on.ca](http://www.theunitedway.on.ca)

## President's Report

ROB MOORE

The year 2007 was a great one for the United Way on so many levels. Most notably, the campaign was a huge success and with the help of hundreds of volunteers county-wide, raised more money than ever before in this, our 50th anniversary year.

The campaign was not the only successful measure we had. The 2007 audit revealed a campaign pledge loss of less than 1% of our campaign revenues resulting in a small overall surplus. Our Wes Thompson Endowment fund has increased to over \$1Million; a key component of our overall sustainability strategy. All these successes translate to great news for the funded agencies. It is very important from a funded agency perspective that the United Way of Sarnia-Lambton is in a very strong financial position. This is vital as it appears the United States and Canada are headed for a slowdown, or perhaps even a recession during this time when so many United Ways in North America are struggling.

Our success as an organization is more than just on the revenue side of the ledger.

Our Community Investment Process continues to improve and more and more we are able to give our contributors better return on their investment. Board decisions, based upon the recommendations of our Community Investment volunteers have enabled the United Way to increase funding for some of our programs and services and we create **lasting change** as the agencies address the most serious needs in our community. For example, for the first time ever, the United Way is funding a Dental Program through the Salvation Army. This vital program gives our community's most vulnerable citizens the dental work they need to not only maintain dental health, but overall physical health as well. What's more, with proper dental and denture care, these same people are able to get, and keep jobs to support themselves and their families.

I am very happy to see us continue to move into the role of a Community Impact United Way where we identify the three or four most pressing local needs with the most measurable results.

Take the Drug and Alcohol Drug Strategy for example. The United Way recognized that drugs are a problem and we took action. We partnered with the University of Western Ontario Research Park, and we brought over 40 community service providers together to form a plan. With the help of the many community partners, we have a drug and alcohol use and abuse plan that not only will have a proven effect on the growing use of drugs and alcohol in our community, but also lessen the community

President's Report Continued...

effects caused by this increasing substance abuse issue.

I am most proud that we are using the money contributed in the best way possible. We owe it to each and every person who donated their money and time that we remain committed to operating the United Way cost efficiently and effectively. By keeping our fundraising and administration costs low, our agencies received a very high percentage of the cash from every donated dollar.

I could go on and on about our accomplishments this year and in the recent past, but I would be remiss if I did not take this opportunity to thank all the volunteers, contributors, media, supporting business and companies. Without the support of all these groups and individuals, none of what we do would be possible. Please accept my most sincere thanks for our record breaking success!

And finally, I want to thank the staff, on the behalf of the Board of Directors at the United Way for their hard work and dedication. Their support is critical to the vision and values at the United Way of Sarnia-Lambton.

I look forward to an amazing 2008.

## Campaign Chair Report

STEVE PILKEY

The United Way of Sarnia Lambton celebrated its 50th anniversary with a bang! We raised the most money ever in the history of the organization. The board set a target of \$1,840,000, which was about \$2000 higher than our 2006 achievement. With news of plant closures and downsizing in the Chemical Valley and elsewhere in the county, we knew we had our work cut out for us. I am pleased to report that we not only met the challenge set by the board, but surpassed it, ending up at \$1,870,000 when we closed the campaign books at the end of December.

This type of achievement obviously did not just happen by good luck. It took a lot of work and commitment by many people.

Firstly, the Campaign Cabinet. This group of volunteers, aligned with the various sectors of our community, sent out hundreds of letters to prospective donors starting in the spring. Each sector had its target achievement set, in most cases higher than 2006. Our cabinet members followed the campaign progress closely and did the necessary follow-up to ensure that their targets were met or exceeded. Special focus was put on sectors which we believed held potential for higher contributions. In particular, increased emphasis on our Leadership Giving Program and campaigns in the Public Secondary Schools paid dividends.

Of course, our campaign success would not have been possible without the tremendous efforts of our volunteer

Campaign Report Continued...

Employee Campaign Coordinators in the workplaces. Many of the coordinators in 2007 were veterans of many United Way campaigns, and their experience paid off. As well, we had a number of new coordinators who brought fresh ideas and enthusiasm to the fundraising activities at their plants and offices.

The staff and Loaned Representatives at the United Way office are also to be congratulated for their part in the overall achievement. The campaign period from September to December was very hectic, and the people working out of the office were tireless in their efforts to support the Employee Coordinators when needed, solicit new campaign participants and generally educate the community about the work of the United Way and its Funded Agencies. The Loaned Representative program was again a key to our success, and we thank our sponsoring companies, Imperial Oil, Shell Canada and NOVA for their continuing commitment to helping us keep our administrative and fundraising costs as low as possible.

Getting the United Way message out to the community is always critical. This year, we again received outstanding support from the local Blackburn radio stations, CHOK, The FOX and K106.3. We are confident that the 30-second commercials which were aired daily throughout the campaign made a big difference. The Sarnia Observer continued its tradition of publishing the Executive Director's column each week, and this year agreed to add a photo of the week. The Observer's advertising support throughout the campaign was also a valuable asset. Sincere thanks to our media partners.

And last but certainly not least, our thousands of generous donors are to be sincerely thanked for once again coming through. While we are seeing a disappointing trend in the number of people who donated to the United Way, those who do contribute are continually increasing the amount they give. In particular, we were pleased to see a significant increase in leadership giving (individuals who donate more than \$500 annually), both in terms of donors and dollars.

I look forward to continuing my support to the United Way as a director on the board in 2008 and beyond. I also wish to extend my good wishes to the 2008 team, and I fully expect that they will set a new record for achievement in the upcoming campaign.

## 2007 Board of Directors

Heather Allen  
Dave Barnes  
Michelle Gagnon  
Pam Gallant  
John Giacetti

Mark Harris  
Chris Haworth  
Rob Moore  
Bill Morkin  
Steve Pilkey

Marie Quinn  
Kathy Sitter  
Pierre Souldar  
Mary Thayer  
Natalie Thompson  
Martin Vrolyk

## Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

Each year, the United Way has the responsibility of investing the funds generously donated by the community to its Funded Agencies where they will provide lasting change. Along with Panel Members, the Community Investment Committee (CIC) takes an active role in reviewing the services and programs that these agencies provide. The agency reviews focus on measurable outcomes that will be of benefit to the Sarnia-Lambton Community. Many people from diverse backgrounds generously donate their time to the review process which includes reviewing the program and financial requests of the Agencies. This process is done by reading and assessing materials and reviewing applications and budget submissions. Thorough discussions ensure that the recommendations made to the United Way Board will directly support members of the Sarnia Lambton community in purposeful ways with proven results.

As the community of Sarnia-Lambton grows and changes, there is often a new or greater need created within the community. The CIC is pleased to play a role in supporting new solutions by hearing requests from community groups that have new ideas as to how to address these needs. If approved, a Venture Grant from the United Way is used to initiate these new endeavors, again with measurable results.

I would like to thank the United Way CIC volunteers for their dedication over the past year ensuring that donor dollars are invested in the areas of most need where they can have the greatest impact as effectively and efficiently as possible. The 2007 CIC volunteers are: Laura Black, Hsiu-Yan Chan, Randy Evans, Gerry Lloyd, Don McGugan, and Thelma Shaw. I would also like to thank the more than 20 volunteers who served during the fall as Community Investment Panel Members. And finally, thank you to the United Way campaign team and the entire community for a successful 2007.

### 2008-2009 Portfolio of Funding

