

President's Report

ROB MOORE

It was my pleasure to have been the president of the United Way of Sarnia-Lambton again this past year.

While we have had many successful years in a row, I am always amazed at how this community can come together to support one another.

The campaign was off to a great start under Marten VandenBroek and he did not quit until the last dollar was counted. When Marten and his team were done, we had raised yet another record amount. This year, we achieved our goal of \$1,875,000 and surpassed it by \$15,000 landing officially at \$1,890,000.

I am so proud of the campaign team not only at the Campaign cabinet level, but the entire team of employee campaign chairs, canvassers, Loaned Representatives, and so many others. Reaching the previous year's campaign total was a feat unto itself, but surpassing that level and ending up with an increase of about 1 per cent is a result that most United Ways throughout North America can only dream about.

Congratulations to each and every contributor and volunteer!

Marten has already agreed to chair the campaign again in 2009 and has already begun raising money.

Much of the campaign success no doubt is as a result of the hard work and dedication of our Community Investment Committee; the group of volunteers who work with the agencies to ensure donations are going to programs and services that are in most need, that are doing the best work in our community. Pam Gallant now chairs the Community Investment Committee, a diverse group of individuals ensuring that each and every one of the dollars donated to the United Way is well used and generating a lasting impact on human lives in Sarnia-Lambton.

As a result of the successful campaign, the United Way was in the position to fund two new programs in need in Sarnia-Lambton. The first of which is the Meals on Wheels program of the Red Cross. Interestingly, this was a program we used to fund in the early 1990s but the Red Cross at that time was able to find sustainable funding from other sources which enabled the United Way to reallocate money to other services. The need in our community has increased over the years to a point where this year, the Red Cross needed to regain that funding to ensure seniors will remain healthy and independent.

The other newly funded program this year is the Kids' Circle program of the VON. This valuable program helps children and young people in our community deal with the stress and sorrow of the death of a loved one. If there was one program I wish was not needed in our community, this would be it. Unfortunately it is needed, and I am so pleased that the United Way can help these children better cope with life's tragedies.

This current year will be another challenging one for our community. I can assure you that the Board is committed to

President's Report Continued...

generating as many resources as we can to continue to fund the agencies to meet our priority needs in Lambton. We are equally committed to keeping costs low to allow as much money as possible to be allocated to those same programs and services.

We are about to focus our funding ever so slightly to better meet the locally needs. This may mean a slightly different mix of agencies, all working together for the betterment of all of us who live in Sarnia-Lambton.

The results of a recently completed community survey are now being analyzed and it is clear that our United Way has a good reputation among donors using donations the way they should be in our community. We will work with groups to ensure we are making an even better use of those same donations.

This is an exciting time for the United Way of Sarnia-Lambton, and I thank all those who are involved for making us such a strong organization in this very difficult economic time.

Campaign Chair Report

MARTEN VANDENBROEK

The United Way of Sarnia Lambton celebrated yet another very successful campaign in 2008! We surpassed the 2007 achievement, which was itself a record, by \$20,000. The board set an ambitious target of \$1,875,000, which was about \$5000 higher than our 2007 results. With the downturn in the economy towards the end of the year, we were concerned about our ability to reach our goal. However, I am pleased to say that we not only met the goal, but surpassed it, and closed our 2008 books with a total campaign achievement of \$1,890,000.

We were also very satisfied with the increase in our donor base compared with 2007. Our number of donors had been slipping over the past few years, so we set a target which was higher than the previous year's level. We ended up with many more donors than 2007.

Our success can be attributed once again to the hard work and commitment of 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 2007. 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.

Of course, our campaign success would not have been possible without the tremendous efforts of our volunteer Employee Campaign Coordinators in the workplaces. Many of the coordinators in 2008 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 work places and offices.

Campaign Report Continued...

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 member agencies. The Loaned Representative program was again a key to our success, and we thank our sponsoring companies, Imperial Oil and Shell Canada, 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. The 30-second commercials which were aired several times daily throughout the fall helped immensely in promoting our campaign. The Samia Observer management continued its support by publishing the Executive Director's column each Saturday during the campaign, and continued the "photo of the week" feature. The Observer's assistance in advertising our special fundraising events was also a valuable asset. Sincere thanks to all our media partners.

And last but certainly not least, our thousands of generous donors are to be sincerely thanked for once again coming through. 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 of the United Way as Campaign Chair again in 2009. We will be very challenged to repeat our 2008 performance, but we will do everything in our power to raise the necessary funds to support our member agencies so that they can deliver their much-needed programs and services to the Lambton County community.

Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

The United Way Community Investment Committee and Panel members work hard each year to ensure that the funds generously donated by the community are invested in the most effective and efficient programs in order to assist those who need it most in Lambton County. Both the Panel members and the Community Investment Committee (CIC) members spend a number of hours each fall reviewing the programs and services that these agencies provide. The agency reviews focus on the measurable outcomes of each program and the effectiveness and efficiency in which they are delivered.

Many people from diverse backgrounds generously donate their time to the review process. This process is done by reading and assessing materials and reviewing applications and budget submissions. In most cases, volunteers also visit

Community Investment Report Continued...

the agencies to see first hand the services that are provided. Thorough discussions ensure that the recommendations made to the United Way Board will directly support members of the Sarnia Lambton community in purposeful ways.

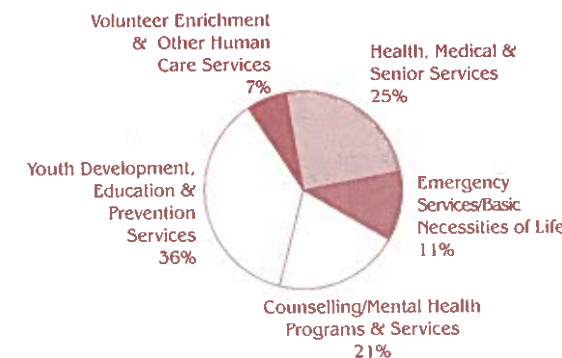
As needs in our community change and arise, the CIC is able to address these needs quickly through the United Way Venture Grant program. The CIC hears requests from community groups to address these needs on a year round basis. If approved, a Venture Grant from the United Way Campaign is used to initiate these new endeavors.

I would like to extend my sincere appreciation to the 2008 United Way CIC volunteers; Laura Black, Hsiu-Yan Chan, Randy Evans, Gerry Lloyd, Don McGugan, and Thelma Shaw. We say a reluctant goodbye to CIC member, Randy Evans. Randy has served as a CIC member since 2003. We thank Randy for his dedication and commitment to our community. I would also like to thank the 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 2008.

Thanks to the generosity of our community and a successful campaign in 2008, six of the programs and services saw an increase as well as the addition of two new United Way funded programs. As well, eight venture grants were funded throughout the year.

Thank you again to the United Way volunteers and to the entire community for another successful year.

2009-2010 Portfolio of Funding



2008 Board of Directors

Heather Allen	Rob Moore	Mary Thayer
Carlo Facco	Bill Morkin	Marten VandenBroek
Pam Gallant	Steve Pilkey	Pat Voegelin
Mark Harris	Marie Quinn	Martin Vrolyk
Chris Hawksworth	Pierre Soulard	

United Way of Sarnia-Lambton
Statement of Operations
General Fund

FOR THE YEAR ENDED DECEMBER 31, 2008

	2008	2007
REVENUE		
Campaign revenue	\$1,864,429	\$1,930,364
Uncollectable pledges and other adjustments	<u>(32,380)</u>	<u>(26,844)</u>
Net revenue from prior year's campaign	1,832,049	1,903,520
Sarnia-Lambton		
Drug Strategy	10,059	N/A
Winter Warmth Program	8,110	N/A
Interest	34,736	32,211
Bingo Revenue net of expenses	8,327	9,246
Other campaign activities net of expenses	<u>3,155</u>	<u>791</u>
	<u>1,896,436</u>	<u>1,945,768</u>
EXPENDITURES		
Winter Warmth Program	8,110	6,260
Other Campaign Activities	2,235	N/A
Allocation to		
community services	1,473,767	1,510,360
Allocation to S-L Drug Strategy	10,059	N/A
Allocation to S-L Community Profile	10,000	N/A
Campaign & Admin. costs	298,558	308,722
Community investment and program costs	112,502	111,346
United Way of Canada	<u>14,025</u>	<u>13,755</u>
	<u>1,929,256</u>	<u>1,950,443</u>
Fund Balance, Beginning	100,104	144,025
Excess of Revenue		
Over Expenditures	(32,820)	(4,675)
Inter-fund Transfers	<u>35,384</u>	<u>(39,246)</u>
Fund Balance, Ending	<u>\$ 102,668</u>	<u>\$ 100,104</u>

United Way of Sarnia-Lambton
Supplementary Financial Information

FOR THE YEAR ENDED DECEMBER 31, 2008

WES THOMPSON MEMORIAL ENDOWMENT FUND
STATEMENT OF OPERATIONS AND EXPENDITURES

	2008	2007
REVENUE		
Memorial Donations	\$ 3,468	\$ 1,225
Interest Income	<u>46,744</u>	<u>34,856</u>
	<u>50,212</u>	<u>36,081</u>
EXPENDITURES		
Inter-fund Transfers	<u>(35,384)</u>	<u>39,246</u>
EXCESS OF REVENUE		
OVER EXPENDITURES	<u>\$ 14,828</u>	<u>\$ 75,327</u>
Fund Balance, Beginning	1,041,482	966,155
Excess of Revenue		
Over Expenditures	<u>14,828</u>	<u>75,327</u>
Fund Balance, Ending	<u>\$1,056,310</u>	<u>\$1,041,482</u>

United Way of Sarnia-Lambton
Statement of Financial Position

DECEMBER 31, 2008

ASSETS	2008	2007
Current Assets		
Cash and term deposits	\$1,723,988	\$1,304,048
Accounts receivable and accrued interest	25,738	22,618
Campaign pledges receivable	665,087	759,090
Artwork Inventory	12,320	12,320
Prepaid Expenses	3,534	1,656
Due from Wes Thompson Fund	<u>46,744</u>	<u>N/A</u>
	<u>\$2,477,411</u>	<u>\$2,099,732</u>
Investments	844,791	1,034,011
Property, Plant and Equipment	<u>19,527</u>	<u>27,805</u>
	<u>\$3,341,729</u>	<u>\$3,161,548</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	43,196	35,713
Due to General Fund	46,744	N/A
Deferred revenue	<u>2,092,811</u>	<u>1,984,249</u>
	<u>2,182,751</u>	<u>2,019,962</u>
FUND BALANCES		
General fund	102,668	100,104
Wes Thompson Memorial Endowment fund	<u>1,056,310</u>	<u>1,041,482</u>
	<u>1,158,978</u>	<u>1,141,586</u>
	<u>\$3,341,729</u>	<u>\$3,161,548</u>

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



United Way of Sarnia-Lambton

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www.theunitedway.on.ca

Approved Investments 2009-2010

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	72,100
CNIB	50,000
Canadian Red Cross, Sarnia-Lambton Branch	34,000
Community Living Sarnia & District	41,000
Credit Counselling Services	15,400
Epilepsy Support Centre	20,000
Family Counselling Centre	227,299
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	22,400
Sarnia-Lambton Rebound	60,000
Salvation Army	45,986
Scouts Canada-Bluewater District (Donor Option)	3,330
Sexual Assault Survivors' Centre (Donor Option)	2,275
St. Clair Child & Youth (Donor Option)	4,754
St. John Ambulance-Lambton Branch (Donor Option)	2,000
Sarnia-Lambton Stroke Recovery Association	18,000
Resource Houses - YMCA	83,500
Amenity Houses - St. Clair Child & Youth	48,500
Victorian Order of Nurses	73,500
Women's Interval Home	24,651
YMCA of Sarnia-Lambton (Donor Option)	2,771

Venture Grants

Learning Disabilities Association (Homework Hub)	\$22,500
Autism Ontario Sarnia-Lambton (Autism Summer Program)	30,000
White Cane Club (Services for Blind & Sight Impaired)	16,000
Grand Bend Youth Centre (Program Co-ordinating)	30,000
Big Sisters (Big Bunch Program)	22,000
Aamjiwnaang Athletic Club (After School Youth Fitness)	6,000
St. Clair Child and Youth (Day Treatment Classroom)	16,000
West Lambton Community Health Centre (Adolescent Anger Management)	5,000

United Way of
Sarnia-Lambton
52nd Annual Report
2008



Investing For
Lasting Change



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