

**United Way of Sarnia-Lambton
Statement of Operations**

General Fund

FOR THE YEAR ENDED DECEMBER 31, 2009

	2009	2008
REVENUE		
Campaign revenue	\$1,991,101	\$1,864,429
Uncollectable pledges and other adjustments	<u>-12,763</u>	<u>-32,380</u>
Net revenue from prior year's campaign	1,978,338	1,832,049
Sarnia-Lambton Drug Strategy	13,422	10,059
Winter Warmth Program	11,990	8,110
Interest	19,041	34,736
Bingo Revenue net of expenses	---	8,327
Other campaign activities net of expenses	25,955	3,155
Trillium Fund	24,600	---
	<u>2,073,346</u>	<u>1,896,436</u>
EXPENDITURES		
Winter Warmth Program	11,990	8,110
Other Campaign Activities	5,089	2,235
Allocation to community services	1,498,670	1,473,767
Allocation to S-L Drug Strategy	13,422	10,059
Allocation to S-L Community Profile	---	10,000
Campaign & Admin. costs	321,299	298,55
Community investment and program costs	121,666	112,502
Bingo Revenue net of expenses	2,467	---
United Way of Canada	14,175	14,025
Trillium Fund Expenses	24,600	---
Total Expenditures	<u>2,013,378</u>	<u>1,929,256</u>
Fund Balance, Beginning	102,668	100,104
Excess of Revenue		
Over Expenditures	59,968	(32,820)
Inter-fund Transfers	48,603	35,384
Fund Balance, Ending	<u>\$ 211,239</u>	<u>\$ 102,668</u>

**United Way of Sarnia-Lambton
Supplementary Financial Information**

FOR THE YEAR ENDED DECEMBER 31, 2009

**WES THOMPSON MEMORIAL ENDOWMENT FUND
STATEMENT OF OPERATIONS AND EXPENDITURES**

	2009	2008
REVENUE		
Memorial Donations	\$ 13,538	\$ 3,468
Interest Income	<u>48,603</u>	<u>46,744</u>
Total Revenue	<u>62,141</u>	<u>50,212</u>
EXPENDITURES		
Inter-fund Transfers	<u>-48,603</u>	<u>-35,384</u>
EXCESS OF REVENUE		
OVER EXPENDITURES	<u>\$ 13,538</u>	<u>\$ 14,828</u>
Fund Balance, Beginning	1,056,310	1,041,482
Excess of Revenue		
Over Expenditures	13,538	14,828
Fund Balance, Ending	<u>\$1,069,848</u>	<u>\$1,056,310</u>

**United Way of Sarnia-Lambton
Statement of Financial Position**

DECEMBER 31, 2009

ASSETS	2009	2008
Current Assets		
Cash and term deposits	\$1,691,252	\$1,723,988
Accounts receivable and accrued interest	20,583	25,738
Campaign pledges receivable	791,677	665,087
Artwork Inventory	12,320	12,320
Prepaid Expenses	4,460	3,534
Due from Wes Thompson Fund	<u>48,673</u>	<u>46,744</u>
	<u>\$2,568,965</u>	<u>\$2,477,411</u>
Investments	860,681	844,791
Property, Plant and Equipment	<u>29,675</u>	<u>19,527</u>
	<u>\$3,459,321</u>	<u>\$3,341,729</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	34,054	43,196
Deferred revenue	2,095,507	2,092,811
Due to General Fund	48,673	46,744
	<u>2,178,234</u>	<u>2,182,751</u>
FUND BALANCES		
General fund	211,239	102,668
Wes Thompson Memorial Endowment fund	<u>1,069,848</u>	<u>1,056,310</u>
	<u>1,281,087</u>	<u>1,158,978</u>
	<u>\$3,459,321</u>	<u>\$3,341,729</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

Approved Investments 2010-2013

Autism Ontario Sarnia-Lambton	\$34,500
Big Brothers of Sarnia-Lambton	82,054
Big Sisters of Sarnia-Lambton	94,500
Boys & Girls Club of Sarnia-Lambton	83,113
Canadian Hearing Society of Sarnia-Lambton	55,000
Canadian Mental Health Association	39,985
Canadian Red Cross, Sarnia-Lambton Branch	32,750
CNIB	51,000
Community Living Sarnia-Lambton	62,083
Epilepsy Support Centre	22,500
Family Counselling Centre	227,299
Financial Fitness	20,000
Lambton Elderly Outreach	43,000
Lambton Seniors' Association	27,680
Learning Disabilities Sarnia-Lambton	38,640
Multiple Sclerosis Society	25,000
North Lambton Social Services	30,355
Ontario March of Dimes	20,000
Salvation Army	50,000
Sarnia-Lambton Rebound	70,750
Sarnia-Lambton Stroke Recovery Association	31,500
St. Clair Child & Youth - Amenity Houses	48,500
Victorian Order of Nurses	53,500
Women's Interval Home	13,640
YMCA - Resource Houses	90,000

Venture Grants

Autism Ontario Sarnia-Lambton (Summer Program)	\$15,000
Autism Ontario Sarnia-Lambton (STAR Initiative)	30,000
Big Sisters (Big Bunch Program)	22,000
Grand Bend Youth Centre (Program Co-ordination)	25,000
Lambton Seniors' Association (County Expansion)	6,500
Learning Disabilities Association (Homework Hub)	16,875
North Lambton Community Health Centre (Let's Get Active After School)	30,000
YMCA (Core Program)	14,122

**United Way of
Sarnia-Lambton**

**53rd Annual Report
2009**



**Youth.
Families.
Seniors.
Results!**



www.theunitedway.on.ca

President's Report

ROB MOORE

I find it hard to believe that yet another year has come and gone.

In completing what is likely my final year as President, I am grateful to have been a part of such a successful organization as the United Way of Sarnia-Lambton. There are so many indicators of our success and many more people who are responsible for those accomplishments.

The United Way is continuing to transition to Community Impacts and is even more focused on achieving results; results that are making a real difference in our community. As we continue our journey, we have had many successes to discuss, not the least of which is the great work of all the funded partners and other agencies that we have funded. I am proud of our three-year commitments to the funded partners, allowing them to spend more time helping those in need, and less time worrying about their next year's funding.

Each funded partner is providing for long term, positive impacts on their clients, their families, and the community at large. I am pleased that we made new funding commitments to two programs that most certainly will have huge impacts on school aged children and their longer term potential.

The Campaign Thermometer, something, that as a former Campaign Chair, I will always consider to be the ultimate Score Board, has reached the 100% mark once again. As expected, 2009 was challenging year, but all of our campaign volunteers, including those within the many workplaces in Lambton came through for us in a way we've never seen before. Our retiree population, and those who are self employed or who work from home have also contributed in ways we have not seen in the past. Look no further than the unprecedented growth in our Leadership Division, those donors who contribute at the leadership level to the United Way of Sarnia-Lambton.

Our Fundraising and Administration costs continue to be at near record low levels and we have maintained our membership with the Better Business Bureau, a testament to our sound business practices.

I am proud of the partnerships we have developed in the past 12 months with a variety of groups that are as committed to our community as we are. A partnership with the Chris Dawson Foundation will enable us to cut our rent and associated costs even further in the future. A shared office environment with other non-profits, some of which we are currently funding, will increase our efficiency and visibility in Sarnia.

Without a doubt, we will have yet another challenging year ahead of us. I feel very fortunate that we have a great group of people already committed for 2010. Not only has Marten VandenBroek agreed to chair the campaign for a record third time, but Pam Gallant has also agreed to stay on to continue our Community Impact work. Our

President's Report Continued...

own Board of Directors will see just one change this year. Mary Thayer has completed 10 years on the Board and has done a terrific job and I thank her for her support. We welcome back Kathy Sitter who brings with her a great mix of experience as a former Board member, and sound business practices.

As I get closer and closer to the end of my 10 years tenure, I know that some day soon I will have to say good bye to so many new and good friends that I have met while on the Board. I want to thank all of them, plus so many other volunteers, many of whom I have not had the opportunity to meet, for your passionate support of our community through the United Way of Sarnia-Lambton.

Campaign Chair Report

MARTEN VANDENBROEK

In what we had anticipated to be a very challenging year, the United Way of Sarnia Lambton once again was able to reach goal in 2009! Our board set a target of \$1,850,000 for the annual campaign, recognizing the state of the economy and the plant closures and downsizings which were happening in our area. I am pleased to report that we exceeded our goal and closed the campaign books at \$1,870,000 or 101% of our planned achievement.

While the number of donors was down somewhat from 2008, we were very pleased with the increase in generosity of our long time supporters. The number of Leaders of the Way, those donors who contributed more than \$500 to the campaign, jumped dramatically from 284 to 389. And the average leadership donation increased 2.5% to \$900; a very impressive result.

Once again, our Campaign Cabinet got things underway with the traditional request letters in the spring and early summer. This group of volunteers, aligned with the various sectors of our community, sent out hundreds of letters to prospective donors. They 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.

United Way staff and I did a number of Corporate Calls prior to the campaign kickoff, primarily to thank our major workplace donors for their past support, and, of course, to seek the cooperation and leadership of the senior management during the 2009 drive. I was very pleased to see that we had strong support for our fundraising efforts.

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 2009 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.

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 is always 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. We appreciated the help we got from many of our funded partners in giving numerous presentations at several workplaces.

The Loaned Representative program was again a key to our success, and we thank Imperial Oil for sending Paul Cooper to us for 14 weeks. In addition, we were able to directly engage the services of Gary Atkinson for a third year with us. Both these gentlemen worked closely with the workplace coordinators during the campaign.

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 Sarnia Observer management and staff 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. Many thanks to all of our media partners.

And last but certainly not least, our thousands of generous donors are to be sincerely thanked for once again coming through.

I have been invited and have agreed to be the Campaign Chair again in 2010. I have found the past 2 years to be enjoyable and rewarding, and look forward to providing leadership, and assisting in any way that I can to ensure that the United Way of Sarnia-Lambton raises the necessary dollars to sustain our funded partners in the coming years. They are delivering much-needed programs and services to the Lambton County community, and are making a lasting impact.

Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

2009 was a year of change for the United Way. With the goal of serving the community in the most effective and lasting way, the United Way determined three community impacts areas: Healthy, Safe and Independent Seniors, Empowering and Strengthening Self Sustaining Families and Supporting Youth at Risk to Achieve Positive, Personal Development.

The Community Investment Committee (CIC) and Panel volunteers then began a review of community initiatives that hoped to produce positive outcomes within the three community impact areas. The CIC and Panel members

Community Investment Report Continued...

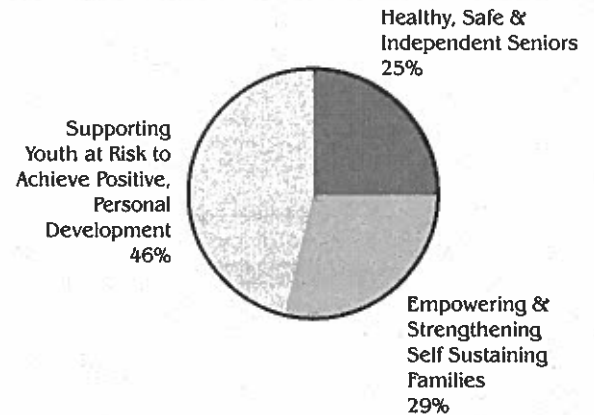
were impressed with the dedication of volunteers and employees who develop and support these initiatives. After reviewing all applications, the CIC and the panel volunteers then made funding recommendations to the United Way Board of Directors for those community programs whose programs strive to achieve measurable outcomes in the most effective and efficient manner, within the three impact areas.

A tremendous thank you goes out to all those involved in this year's review process. Their time, their questioning, their discussion and their decision making enables the United Way to distribute the generous community contributions in the best possible way for the people of Sarnia Lambton.

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 Campaign is used to initiate these new endeavors.

I am proud to be associated with the United Way of Sarnia-Lambton. The organization is progressive and accountable in the way it strives to create lasting changes in community conditions.

2010-2013 Investments



2009 Board of Directors

Heather Alien	Mark Harris	Pierre Soulard
Jim Burns	Chris Hawksworth	Mary Thayer
Carlo Facco	Shaun Laroque	Marten VandenBroek
Lori Flaxy	Rob Moore	Pat Voegelin
Pam Gallant	Steve Pilkey	Martin Vrolyk