

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

FOR THE YEAR ENDED DECEMBER 31, 2010

	2010	2009
REVENUE		
Campaign revenue	\$1,999,420	\$1,991,101
Uncollectable pledges and other adjustments	<u>-22,820</u>	<u>-12,763</u>
Net revenue from prior year's campaign	1,976,600	1,978,338
Sarnia-Lambton Drug Strategy	---	13,422
Winter Warmth Program	19,419	11,990
Interest	4,745	19,041
Bingo Revenue net of expenses	3,088	---
Other campaign activities net of expenses	14,472	25,955
Trillium Fund	40,267	24,600
	<u>2,058,591</u>	<u>2,073,346</u>
EXPENDITURES		
Winter Warmth Program	19,419	11,990
Other Campaign Activities	4,500	5,089
Allocation to community services	1,466,041	1,498,670
Allocation to S-L Drug Strategy	1,319	13,422
Allocation to S-L Community Profile	12,000	---
Campaign & Admin. costs	328,541	321,299
Community investment and program costs	120,464	121,666
Bingo Revenue net of expenses	---	2,467
United Way of Canada	15,428	14,175
Trillium Fund Expenses	40,267	24,600
Total Expenditures	<u>2,007,979</u>	<u>2,013,378</u>
Fund Balance, Beginning	211,239	102,668
Excess of Revenue Over Expenditures	50,612	59,968
Inter-fund Transfers	46,223	48,603
Fund Balance, Ending	<u>\$ 308,074</u>	<u>\$ 211,239</u>

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

FOR THE YEAR ENDED DECEMBER 31, 2010

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

	2010	2009
REVENUE		
Memorial Donations	\$200	\$13,538
Interest Income	47,987	48,603
Total Revenue	<u>48,187</u>	<u>62,141</u>
EXPENDITURES		
Inter-fund Transfers	-46,223	-48,603
EXCESS OF REVENUE OVER EXPENDITURES	1,964	13,538
Fund Balance, Beginning	1,069,848	1,056,310
Excess of Revenue Over Expenditures	1,964	13,538
Fund Balance, Ending	<u>\$1,071,812</u>	<u>\$1,069,848</u>

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

DECEMBER 31, 2010

	2010	2009
ASSETS		
Current Assets		
Cash and term deposits	\$1,810,552	\$1,691,252
Accounts receivable and accrued interest	28,745	20,583
Campaign pledges receivable	602,797	791,677
Artwork Inventory	12,320	12,320
Prepaid Expenses	2,572	4,460
Due from Wes Thompson Fund	---	48,673
Due from General Fund	616	---
	<u>2,457,602</u>	<u>2,568,965</u>
Investments	1,055,648	860,681
Property, Plant and Equipment	26,307	29,675
Total Assets	<u>3,539,557</u>	<u>3,459,321</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	45,736	34,054
Deferred revenue	2,113,319	2,095,507
Due to General Fund	616	48,673
	<u>2,159,671</u>	<u>2,178,234</u>
FUND BALANCES		
General fund	308,074	211,239
Wes Thompson Memorial Endowment fund	1,071,812	1,069,848
	<u>1,379,886</u>	<u>1,281,087</u>
Total Liabilities	<u>\$3,539,557</u>	<u>\$3,459,321</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

Amenity Houses - St. Clair Child & Youth	\$48,500
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
Resource Houses - YMCA	\$90,000
Salvation Army	\$50,000
Sarnia-Lambton Rebound	\$70,750
Sarnia-Lambton Stroke Recovery Association	\$31,500
Scouts Canada-Bluewater District (Donor Option)	\$2,703
Sexual Assault Survivors' Centre (Donor Option)	\$2,575
St. Clair Child & Youth (Donor Option)	\$3,143
St. John Ambulance - Lambton Branch (Donor Option)	\$2,000
Victorian Order of Nurses	\$53,500
Women's Interval Home	\$13,640
YMCA of Sarnia-Lambton (Donor Option)	\$2,410

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
**54th Annual Report
2010**



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



www.theunitedway.on.ca

President's Report

CHRIS HAWKSWORTH

I look back on my first year as President of the United Way of Sarnia-Lambton with a great deal of satisfaction. When I was elected to replace Rob Moore in the leadership role, I knew that the organization was stable and well managed, but was somewhat nervous about the challenges we might be facing in 2010 given some of the trends reported by the not-for-profit sector. I am very pleased to say that we were able to achieve the goals we set for ourselves, not only in the fundraising area, but also in our transition to the Community Impact model for investment of our funds.

Our new slogan, developed in 2010, is **"Youth. Families. Seniors. Results!"**. This is a catchy way of portraying what we are all about.....shorthand for our three Community Impact Areas. Almost half of the money we raise in each of the years 2010-2013 will be invested in providing programs for our youth who are at risk. Many of our community partners focus their efforts in this important area with the help of our funding. About one quarter of the funds we raise goes to programs which empower and strengthen families who may be struggling, so that they can become self-sustaining. The remainder of our dollars is invested to assist our seniors who may be in need. Our objective is to ensure that they remain healthy, safe, independent and in their own homes to the extent possible. We believe that all of the programs and services we fund will have a lasting impact not only on the recipients themselves, but also their families and the community in general.

Our achievements could not have been possible without a number of factors. Leadership by the board is critical. I would like to sincerely thank all of the directors for their diligence throughout the year in helping me provide solid and consistent direction to the Executive Director in managing the day to operation of the organization. Secondly, the hard work of the management and staff played a key role in ensuring that our relationship with the workplace campaign volunteers and individual donors was maintained and indeed strengthened. And of course, we could not have succeeded without the countless volunteers and donors who continue to come through each and every year.

I go into 2011 with the belief that we will again be successful in achieving outstanding results. I look forward to building on the already excellent working relationships which we currently have within the organization. The United Way of Sarnia-Lambton will continue to be very well respected in our community, and maintain its reputation for getting RESULTS.

Campaign Chair Report

MARTEN VANDENBROEK

The United Way of Sarnia Lambton once again enjoyed a very successful campaign in 2010! Our board set a target of \$1,850,000 for the annual campaign, recognizing the state of the economy and the business environment specific to our area. I am pleased to report that we exceeded our goal and closed the campaign books at \$1,890,000 or 102% of our planned achievement.

Our major industrial supporters came through for us again this year, accounting for 63% of our overall campaign total. We were pleased also to see a number of new small industry employee campaigns which contributed to a significant increase in achievement from this sector.

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 2010 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 2010 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 Representative 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 seconding

Campaign Report Continued...

Greg Robbins to us for 14 weeks. Greg's knowledge of the community and areas for potential campaign support was very valuable.

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 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 also to Richard Kelch of Northgate Pharmacy for generously sponsoring our weekly campaign updates on all three radio stations.

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

I have now completed three consecutive years as Campaign Chair, and have decided to hand over the reins to someone else. I thoroughly enjoyed the experience and will continue to support the United Way wherever I may add value. I wish the 2011 Campaign team all the best. I know that they will continue to work hard in raising the funds necessary to deliver quality programs and services to those in need throughout Lambton County.

Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

The United Way Community Investment Committee (CIC) continues to play an active role in making informed decisions regarding the effective and efficient use of funds generously donated by the Sarnia-Lambton community.

The United Way supports the community in three impact areas: Healthy, Safe and Independent Seniors; Empowering and Strengthening Self Sustaining Families and Supporting Youth at Risk to Achieve Positive, Personal Development. 2010 was the first year of funding for 25 Community Agencies under the new Community Impact Model of funding. These Agencies provide 35 programs that address the goals in each of the three impact areas. During the fall of 2009, Community Investment Panel members spent countless hours reviewing 41 requests for three year funding contracts under the Community Impact model of funding. This process will be repeated again in 2012. I would like to express my sincere thank you to all the Community Investment Panel Members who

Community Investment Report Continued...

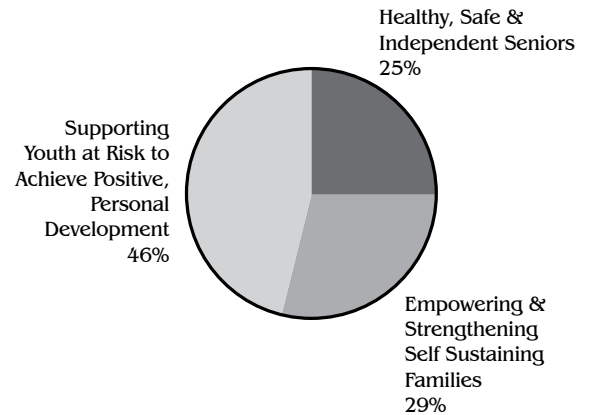
contributed their time and expertise to this thorough and time consuming process.

The United Way of Sarnia-Lambton also provides the Venture Grant program. This program is in place to meet new and emerging needs in our community as they arise, and that address goals within any of the three impact areas. The CIC reviews all requests for these funds on a year round basis. The members of the committee assess the funding requests through detailed program reviews to ensure that any United Way funds awarded support activities that will make a difference in our community and to ensure that the community partners are accountable. Applications for these funds are made online, anytime throughout the year.

Our appreciation goes out to the CIC members whose long time dedication to the committee offers a wealth of knowledge about our community, and our new members who bring fresh ideas and new perspectives to the committee. My fellow CIC members are; Gerry Lloyd, Thelma Shaw, Don McGugan, Hsiu-Yan Chan, Laura Black, Jerry Vopicka and Meghan Scherer.

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



2010 Board of Directors

Heather Allen	Mark Harris	Kathy Sitter
Jim Burns	Chris Hawksworth	Pierre Soulard
Carlo Facca	Shaun Larocque	Marten VandenBroek
Lori Flaxy	Rob Moore	Pat Voegelin
Pam Gallant	Steve Pilkey	Martin Vrolyk