

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

FOR THE YEAR ENDED DECEMBER 31, 2012

	2012	2011
REVENUE		
Campaign revenue	\$1,995,419	\$1,974,589
Uncollectable pledges and other adjustments	<u>-10,317</u>	<u>-24,697</u>
Net revenue from prior year's campaign	1,985,102	1,949,692
Sarnia-Lambton Drug Strategy	22,065	23,868
Winter Warmth Program	41,392	58,581
Interest	19,601	20,383
Bingo Revenue net of expenses	2,668	4,956
Other campaign activities net of expenses	16,433	26,153
Shell Summer Student Revenue	48,462	49,340
Trillium Fund	10,815	31,120
	<u>2,144,536</u>	<u>2,164,093</u>
EXPENDITURES		
Winter Warmth Program	41,411	58,562
Allocation to Community Services	1,493,895	1,473,312
Allocation to S-L Drug Strategy	22,065	34,851
Shell Summer Student Expenses	35,642	36,132
Campaign & Admin. Costs	333,844	342,366
Community Investment and Program Costs	128,920	143,657
United Way of Canada	17,040	15,057
Trillium Fund Expenses	11,383	31,120
Total Expenditures	<u>2,084,200</u>	<u>2,135,057</u>
Fund Balance, Beginning	365,551	308,074
Excess of Revenue Over Expenditures	60,336	29,036
Inter-fund Transfers	29,320	28,227
Fund Balance, Ending	<u>\$ 455,207</u>	<u>\$ 365,337</u>

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

FOR THE YEAR ENDED DECEMBER 31, 2012

	2012	2011
WES THOMPSON MEMORIAL ENDOWMENT FUND STATEMENT OF OPERATIONS AND EXPENDITURES		
REVENUE		
Memorial Donations	\$56,245	\$1,745
Interest Income	42,102	40,602
Total Revenue	<u>98,347</u>	<u>42,347</u>
EXPENDITURES		
Inter-fund Transfers	-29,320	-28,227
EXCESS OF REVENUE OVER EXPENDITURES	69,027	14,120
Fund Balance, Beginning	1,085,932	1,071,812
Excess of Revenue Over Expenditures	69,027	14,120
Fund Balance, Ending	<u>\$1,154,959</u>	<u>\$1,085,932</u>

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

DECEMBER 31, 2012

	2012	2011
ASSETS		
Current Assets		
Cash and term deposits	\$1,996,183	\$1,714,236
Accounts receivable and accrued interest	26,444	31,166
Campaign pledges receivable	649,453	756,179
Artwork Inventory	12,320	33,920
Prepaid Expenses	1,746	1,746
Due from General Fund	42,102	40,602
	<u>2,728,248</u>	<u>2,577,849</u>
Investments	1,187,137	1,114,006
Property, Plant and Equipment	18,845	25,870
Total Assets	<u>3,934,230</u>	<u>3,717,725</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	41,995	46,793
Deferred revenue	2,239,967	2,179,061
Due to General Fund	42,102	40,602
	<u>2,324,064</u>	<u>2,266,456</u>
FUND BALANCES		
General fund	455,207	365,337
Wes Thompson Memorial Endowment fund	1,154,959	1,085,932
	<u>1,610,166</u>	<u>1,451,269</u>
Total Liabilities	<u>\$3,934,230</u>	<u>\$3,717,725</u>

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



**United Way
Sarnia-Lambton**

United Way of Sarnia-Lambton
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E-mail: info@theunitedway.on.ca

Visit the United Way of Sarnia-Lambton Website
www.theunitedway.on.ca

Approved Investments 2012-2013

Big Brothers Big Sisters	\$202,804
Boys & Girls Club of Sarnia-Lambton	\$83,113
Canadian Hearing Society of Sarnia-Lambton	\$55,500
Canadian Mental Health Association	\$39,985
Canadian Red Cross	\$67,200
CNIB	\$52,020
Community Living Sarnia-Lambton	\$45,000
Epilepsy Support Centre	\$22,500
Family Counselling Centre	\$227,339
Financial Fitness	\$20,000
Lambton Elderly Outreach	\$53,000
Lambton Seniors' Association	\$35,200
Learning Disabilities Sarnia-Lambton	\$40,000
Multiple Sclerosis Society	\$25,000
Ontario March of Dimes	\$20,000
Rebound	\$70,750
Salvation Army	\$62,500
St. Clair Child & Youth	\$48,500
Stroke Recovery Association	\$36,000
Victorian Order of Nurses	\$78,500
Women's Interval Home	\$13,856
YMCA - Resource Houses	\$100,000
YMCA - Autism Summer Camp	\$34,500

Venture Grants

Big Sisters (Go Girls Program)	\$15,000
Big Brothers (Game On Program)	\$11,250
Big Brothers Big Sisters (Amalgamation Investment)	\$7,240
BMC (Methadone Maintenance)	\$1,444
CNIB (Active Learning Program)	\$10,000
Rebound (THRIVE Program)	\$6,500
Salvation Army (Home with a Heart Program)	\$2,000



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of Sarnia-Lambton app. Search
"United Way SL" on the app store or
scan our QR Code.
Keep up to date on United Way
news and events.

**United Way of
Sarnia-Lambton
56th Annual Report
2012**



**United Way
Sarnia-Lambton**

*To generate resources enabling
the community to respond to
Human Care priorities in
Sarnia-Lambton and to measure
and improve the effectiveness
of these invested resources.*

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

www.theunitedway.on.ca

President's Report

CHRIS HAWKSWORTH

The year 2012 was a busy year for the United Way of Sarnia-Lambton.

Not only did we have the usual activities including the overwhelming successful campaign and the renewal of our Long Range Plan, but 2012 was a review year for our funded agencies, and we were selected by Canada Revenue Agency for an audit.

Every three years, several Community Investment volunteers meet to discuss community needs and review the many Requests for Funding Proposals from agencies hoping to receive funding for their programs. These volunteers spend a great deal of time reviewing the outcome measures of each funded program as well as the budgets and other financial materials. Once completed, the recommendations are tabled with the board for funding to begin on April 1, 2013.

While these decisions are never easy to make, the fine work by all of the volunteers involved in the Community Investment process made the job much easier for us at the Board level. The recommendations were all well thought out and I thank them for their very detailed and precise work.

Of course, their work was made a little easier thanks to the hard work and success of the Campaigners with the United Way. Many of these dedicated volunteers have been involved with the United Way for many years. Under the leadership of Brian Black, the campaign reached more than 101.5% of our objective this year and I know the fundraising volunteers left no stone unturned this fall anticipating a challenging year.

The results from the CRA audit confirmed that donated money was being used as it should be, and that all proper procedures were followed by the United Way.

I am excited about the upcoming year. Brian Black has agreed to stay on as Campaign Chair for another year, and Pam Gallant will also remain active with the CIC committee. In fact, we expect almost the entire board back

President's Report Continued...

again for 2013; this fine group of dedicated volunteers ask the tough questions to make the difficult, but necessary decisions. They are well connected in Sarnia-Lambton and can assist in a number of different capacities in our operations.

At this time, I'd like to thank all of the volunteers throughout Lambton County whose role had an impact in our success. To the donors, the media, and so many others in Sarnia-Lambton, please accept my most sincere thanks.

I also would like to thank Dave Brown, and all of the staff at the United Way of Sarnia-Lambton. They are a very dedicated staff team and I appreciate their fine work over the past several years.

Campaign Chair Report

BRIAN BLACK

United Way's annual fundraising campaign is truly a community-wide effort. Thank you Sarnia-Lambton for your generous support of your community. Despite economic circumstances, our community continues to rally together to create lasting change in the lives of those who need it most. Residents of Sarnia-Lambton have demonstrated resilience and a commitment to helping build a better life for everyone. Perhaps the most visible demonstration of the power of our community is the success of our 2012 Campaign. Thanks to the Industrial Sector, corporations, businesses, agencies, volunteers and the incredible generosity of the individual donors, we were successful in surpassing our goal of \$1.85 million.

Our campaign success would not have been possible without the tremendous efforts of our volunteer employee campaign coordinators. I sincerely thank them for their enthusiasm directed at running their organizations' United Way Campaign. Whether it was their first time in the new role or a continued role as a seasoned pro, harnessing the generosity and energy of a workplace takes time and commitment. We sincerely appreciate their enthusiasm and dedicated efforts.

Campaign Chair Report Continued...

There are also key media partners who help us relay our message, supporting United Way with updates and editorials. We thank them all for having the best interests of our community at heart. I salute all our local media partners, as they continue to show their support by publicizing events, stories and campaign updates which raises awareness and helps the United Way of Sarnia-Lambton maintain a high presence in our community. The media was with us every step of the way.

Last but certainly not least, I would like to thank the staff at the United Way office for their hard work and keeping the momentum going. Of course, we would also like to extend our gratitude to all our funded partners for their support.

I have had the pleasure of being the Campaign Chair for the United Way of Sarnia-Lambton for two years now and I look forward to continuing to stay on as Campaign Chair for the 2013 Campaign. On behalf of our board of directors, staff, the community at large and myself – Thank you!

Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

The United Way of Sarnia-Lambton continues to take the lead in supporting the growth and development of a stronger local community.

Through the generosity of our local citizens, the United Way continues to back community initiatives focused on improving the lives of our community's youth, families and seniors. During this review year, the Community Investment Committee and volunteer panel members played an active part in the decision making process for the distribution of United Way donations. The committee values the review process and diligently works to identify and support the agencies that are making a real difference to people living in our community.

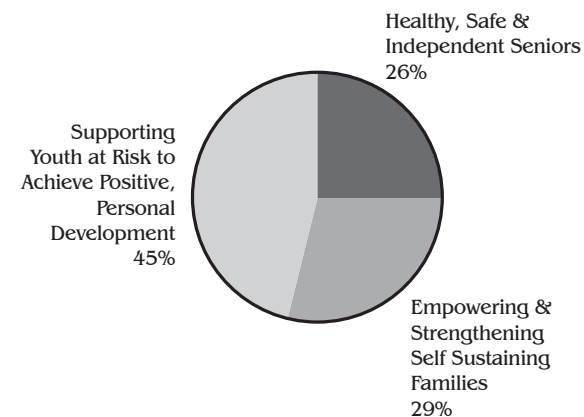
I would like to send a special thank you to the volunteer panel members and my fellow Community Investment Committee volunteers

Community Investment Report Continued...

for their extra hours of dedication to the funding process during this busy review year. This process is never an easy task, however the volunteers managed to come up with funding recommendations for the next three years that will have the greatest impact on Sarnia-Lambton residents in the most effective and efficient manner.

An organization is only as strong as its members. I am proud to be part of the United Way team. The professional and knowledgeable staff and the caring and inquisitive volunteers combine their efforts, skills and hearts to create an organization that is focused on achieving meaningful goals and making a positive impact on our Sarnia Lambton Community.

2010-2013 Investments



2012 Board of Directors

Pam Gallant	Carlo Facca	Marten VandenBroek
Martin Vrolyk	Al McChesney	Chris Hawksworth
Heather Allen	Wendy Murru	Brian Black
Mark Harris	Kathy Braet	Rima Rizkallah
Jim Burns	Kathy Sitter	Karen Hall Voegelin