

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

FOR THE YEAR ENDED DECEMBER 31, 2013

	2013	2012
<b>REVENUE</b>		
Campaign revenue	\$2,010,947	\$1,993,419
Uncollectable pledges and other adjustments	<u>-17,774</u>	<u>-10,317</u>
Net revenue from prior year's campaign	1,993,173	1,983,102
Sarnia-Lambton Drug Strategy	0	22,065
Winter Warmth Program	46,510	41,392
Interest	21,092	19,601
Bingo Revenue net of expenses	3,260	2,668
Other campaign activities net of expenses	17,311	16,433
Shell Summer Student Revenue	32,066	48,462
Trillium Fund	0	10,813
	<u>2,113,412</u>	<u>2,144,536</u>
<b>EXPENDITURES</b>		
Winter Warmth Program	46,510	41,411
Other Campaign Activities	0	
Allocation to Community Services	1,612,604	1,493,895
Allocation to S-L Drug Strategy	0	22,065
Allocation to S-L Community Profile	0	0
Shell Summer Student Expenses	22,332	35,642
Campaign & Admin. Costs	348,876	333,844
Community Investment and Program Costs	128,881	128,920
Bingo Revenue Net of Expenses	0	0
United Way of Canada	16,852	17,040
Trillium Fund Expenses	0	11,383
Total Expenditures	<u>2,176,055</u>	<u>2,084,200</u>
Fund Balance, Beginning	*434,184	365,551
Excess of Revenue Over Expenditures	-62,643	60,336
Inter-fund Transfers	35,221	29,320
Fund Balance, Ending	<u>\$ 406,762</u>	<u>\$ 455,207</u>

\* Restated (Note 9 in Financial Statements)

## United Way of Sarnia-Lambton Supplementary Financial Information

FOR THE YEAR ENDED DECEMBER 31, 2013

WES THOMPSON MEMORIAL ENDOWMENT FUND STATEMENT OF OPERATIONS AND EXPENDITURES		
	2013	2012
<b>REVENUE</b>		
Memorial Donations	\$76,533	\$56,245
Interest Income	35,224	42,102
Total Revenue	<u>111,757</u>	<u>98,347</u>
<b>EXPENDITURES</b>		
Inter-fund Transfers	-35,221	-29,320
EXCESS OF REVENUE OVER EXPENDITURES	76,536	69,027
Fund Balance, Beginning	1,154,959	1,085,932
Excess of Revenue Over Expenditures	76,536	69,027
Fund Balance, Ending	<u>\$1,231,495</u>	<u>\$1,154,959</u>

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

DECEMBER 31, 2013

ASSETS	2013	2012
<b>Current Assets</b>		
Cash and term deposits	\$2,213,033	\$1,996,183
Accounts receivable and accrued interest	216,977	26,444
Campaign pledges receivable	623,448	649,453
Artwork Inventory	12,320	12,320
Prepaid Expenses	1,746	1,746
Due from Wes Thompson Fund	41,943	42,102
Due from General Fund	0	0
Total	<u>3,109,467</u>	<u>2,728,248</u>
Investments	996,305	1,187,137
Property, Plant and Equipment	12,000	18,845
Total Assets	<u>4,117,772</u>	<u>3,934,230</u>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts payable and accrued liabilities	31,214	41,995
Deferred revenue	2,406,358	2,239,967
Due to General Fund	41,943	42,102
Total	<u>2,479,515</u>	<u>2,324,064</u>
<b>FUND BALANCES</b>		
General fund	406,762	455,207
Wes Thompson Memorial Endowment fund	1,231,495	1,154,959
Total	<u>1,638,257</u>	<u>1,610,166</u>
Total Liabilities	<u>\$4,117,772</u>	<u>\$3,934,230</u>

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



**United Way  
Sarnia-Lambton**

### United Way of Sarnia-Lambton

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## Approved Investments 2014-2015

Big Brothers Big Sisters	\$194,243
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
Sarnia-Lambton Rebound	\$70,750
St. Clair Child & Youth	\$48,500
Stroke Recovery	\$36,000
Victorian Order of Nurses	\$53,500
Women's Interval Home	\$13,856
YMCA - Resource Houses	\$95,000
YMCA - Autism Summer Camp	\$34,500

## Venture Grants

Across Languages (Interpretation Services)	\$5,000
Bluewater Methadone Clinic (Methadone Maintenance)	\$928
Community Living (Summer Employment)	\$20,000
County of Lambton (Student Nutrition)	\$22,615
CNIB (Active Learning)	\$7,500
Kettle & Stony Point Health Services (After School Fitness)	\$8,500
North Lambton Community Health Centre (Opening Doors Program)	\$30,000
Rebound (Tag Program)	\$4,500



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# United Way of Sarnia-Lambton 57th Annual Report 2013



**Youth.  
Families.  
Seniors.  
RESULTS!**

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

## President's Report

CHRIS HAWKSWORTH

I have had the pleasure to Chair the United Way Board of Directors for the past four years and I can honestly say each year was even more successful than the previous.

Not only did the 2013 campaign raise a record amount of money, but we received a number of special donations that will aid the United Way in reducing its campaign costs each and every year resulting in an immediate increase in the available dollars for community programs and services.

The United Way received two memorial contributions in 2013; one a \$73,000 donation of stocks, and the other, a donation of over \$550,000 as part of an estate. These contributions are segregated from the regular campaign funds and the interest each year is used to offset fundraising costs enabling more money from the campaign to be invested directly into programs and services. Literally, every dollar earned in income from these investments, is an extra dollar annually going to community agencies located right here in Sarnia-Lambton.

In addition to the memorial contributions we were also the benefactors of gifts from two private foundations.

It is our hope to receive enough endowed, or planned gifts of this nature to completely off set all of our costs so that we might be in a position to announce 100% of donors contributions are used for funding programs and services.

The measure of a successful United Way is not in dollar growth alone. Our funded agencies and the decisions our United Way volunteers have made regarding investment levels are also effective measures. Contributions to the United Way of Sarnia-Lambton are invested in community programs and services that are successful in helping people and their families here in Lambton County.

We know for example, our allocations to the funded agencies are saving the healthcare system money. By preventing falls among our elderly, we prevent emergency room visits. By providing transportation programs for seniors to get to and from medical appointments, more serious health issues are avoided or prolonged. New Beginnings, ABI and Stroke Recovery Association allows earlier release, for those stricken with a

President's Report Continued...

stroke or acquired brain injury, from hospital into the agencies various rehabilitation and social day programs. In addition to healthcare savings, this means our local hospital is better positioned to help those who are truly sick, and wait times are reduced for you or your family members to see your doctor. Similar community outcomes and impacts are evident when taking a closer look at the other funded family and youth programs.

Thanks to over 5,000 donors, and countless volunteers, we had a successful campaign with shrinking fundraising costs. These very important contributions are working every day; making Sarnia- Lambton a greater place to not only live, work, and play, but now we can add aging comfortably at home, or raising a young family.

In addition to thanking the donors and volunteers, I'd also like to thank the media, organized Labour, and all the sponsors of our events for their overwhelming generosity. Please don't ever underestimate the value of your support. I'd also like to highlight the staff for all their ongoing hard work and dedication. I have personally enjoyed working with the United Way staff team over the past years.

## Campaign Chair Report

BRIAN BLACK

To call the 2013 campaign a success is an understatement. This was a campaign that we knew going into wasn't going to be easy, in fact it was set to be one of the most challenging on many different levels.

The United Way board set a new goal of \$1,870,000 for 2013. An increase over the previous four years but a challenge we felt was attainable. With the help of over 5000 donors we reached that goal with celebration, and then surpassed it by more than \$50,000 hitting a record of \$1,925,000.

The employee campaigns led by their volunteer coordinators were key to making the goal a reality. Each facing the individual challenge to make fundraising fun within business and industries throughout our community. As a result, a significant number of employee campaigns exceeded their previous years totals. Each and

Campaign Chair Report Continued...

every campaign had a positive impact; however, there were a few that stood out. CF Industries in Courtright achieved a 400% increase over 2012. Previously raising about \$30,000, CF Industries employees with the corporate match raised \$108,000 in 2013. NOVA Chemicals continue to build on their impressive totals from 2012 and not only matched, but also reached record campaign totals in 2013. WorleyParsons doubled its previous year's total for the second straight time. Teppermans once again regained their 100% participation bragging rights for its employee support of the Campaign.

Making sure that the campaign achieves top of mind awareness can be a challenge as well. We are very lucky to have formed a strong relationship with our media partners. Weekly columns in The Observer and Lambton Shield; The Observer sponsored ads; commercials and weekly updates on Sarnia's three radio stations plus regular updates in Blackburn Radio's newscasts and in studio guests kept the momentum going.

A strong campaign kick-off is yet another challenge that was faced head on. Thank you to the Sarnia Sting for its support with the annual Black & White game. We then kept the momentum going at the Annual Day of Caring. The Locally Lambton dinner and auction was also well received thanks to support from Lambton College and particularly the Culinary Arts Management staff and students.

The United Way staff was tremendous and should be congratulated for their part in reaching the campaign goal. Thank you to Imperial Oil and the Ministry of Transportation who provided us with Loaned Representatives for 14 weeks to help with campaign. Our funded partners were generous in making presentations at several workplaces. We thank you all.

As my time as Campaign Chair has now come to an end, I've had time to reflect on the past three years. To see a team of volunteers come together to better the health and well-being of youth, families and seniors is a truly rewarding experience. Thank you for allowing me to be a part of this legacy. I feel confident going forward the success will continue and the impact will be seen for generations.

## Community Investment Report

PAMELA GALLANT, COMMUNITY INVESTMENT CHAIR

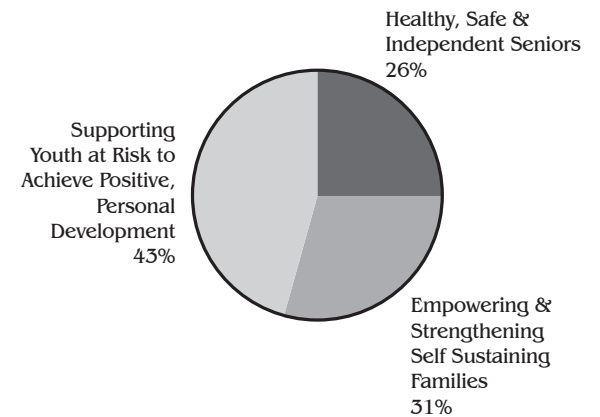
Through the continued generosity of the people of Sarnia-Lambton, the United Way is able to fund a wide variety of initiatives supporting families, youth and seniors. Funded agencies are effectively and creatively meeting the needs of the community and the United Way Community Investment Committee (CIC) continues to be pleased with the outcomes they are reporting.

This year's venture grant requests reflect the desire to support the emerging and changing needs in our community. The volunteer members of the CIC diligently review Venture Grant funding requests on a year round basis to ensure they have the potential to make a positive impact in Sarnia-Lambton.

Dedicated volunteers and knowledgeable United Way staff work together to ensure the responsible allocation of donated funds. The United Way contributions by Sarnia-Lambton individuals and companies are making a real difference in the lives of people right here in Sarnia-Lambton.

I would like to thank my fellow volunteer CIC members; Laura Black, Don McGugan, Thelma Shaw, Jerry Vopicka, Jane Beairsto, Steve Stock and Marie Chaves for their time and dedication to the United Way and our community.

## 2013-2016 Investments



## 2013 Board of Directors

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