

**UNITED WAY OF SARNIA-LAMBTON
STATEMENT OF OPERATIONS
GENERAL FUND**

FOR THE YEAR ENDED DECEMBER 31, 2016

REVENUE	2016	2015
Campaign revenue	\$2,156,262	\$2,167,109
Uncollectable pledges and other adjustments	-\$13,415	-9,784
Net revenue from prior year's campaign	2,142,847	2,157,325
Winter Warmth Program	32,561	39,190
Interest	28,726	21,046
Day of Caring	5,750	4,750
Memorial Donations	1,110	0
Bingo Revenue net of expenses	10,855	6,442
Other campaign activities net of expenses	24,758	8,369
	2,246,607	2,237,122
EXPENDITURES		
Winter Warmth Program	31,825	38,200
Allocation to Community Services	1,576,953	1,730,659
Day of Caring Expenses	5,811	4,750
Campaign & Admin. Costs	355,659	352,000
Community Investment & Program Costs	138,563	136,555
United Way of Canada	19,902	17,512
Total Expenditures	2,128,713	2,279,676
Fund Balance, Beginning	399,261	411,815
Excess of Revenue		
Over Expenditures	117,894	-42,554
Inter-fund Transfers	59,000	30,000
Fund Balance, Ending	\$ 576,155	\$ 399,261

**UNITED WAY OF SARNIA-LAMBTON
STATEMENT OF FINANCIAL POSITION**

FOR THE YEAR ENDED DECEMBER 31, 2016

ASSETS	2016	2015
Current Assets		
Cash and term deposits	\$2,817,401	\$2,406,606
Accounts receivable and accrued interest	21,134	67,099
Campaign pledges receivable	543,575	740,168
Artwork Inventory	12,320	12,320
Due from Future Fund	144,233	82,697
Total	3,538,663	3,308,890
Investments	1,571,393	1,680,048
Property, Plant and Equipment	13,768	16,982
Cash Surrender Value of LI Policy	92,138	0
Total Assets	5,215,962	5,005,920
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	52,124	45,590
Deferred revenue	2,383,265	2,609,656
Due to General Fund	144,233	82,697
	2,579,622	2,737,943
FUND BALANCES		
General Fund	576,155	399,261
Future Fund	2,060,185	1,868,716
	2,636,340	2,267,977
Total Liabilities	\$5,215,962	\$5,005,920

Financial Statement Highlights

Complete Statements Available Upon Request



**United Way
Sarnia-Lambton**

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APPROVED INVESTMENTS 2016-2017

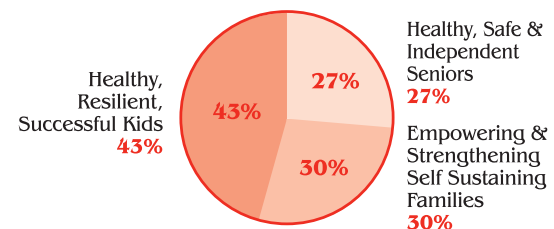
Big Brothers Big Sisters	\$189,537
Boys & Girls Club of Sarnia-Lambton	\$88,222
Canadian Mental Health Association	\$59,985
Canadian Red Cross	\$96,500
CNIB	\$54,121
Community Living Sarnia-Lambton	\$45,000
Family Counselling Centre	\$227,339
Financial Fitness	\$20,000
Lambton Elderly Outreach	\$53,000
Lambton Seniors' Association	\$35,200
Learning Disabilities Sarnia-Lambton	\$40,000
March of Dimes	\$20,000
Multiple Sclerosis Society	\$25,000
North Lambton Community Health Centre	\$30,000
Rebound	\$93,300
Salvation Army	\$65,500
St. Clair Child & Youth	\$48,500
New Beginnings, ABI & Stroke Recovery	\$47,500
VON	\$56,000
YMCA - Resource Houses	\$70,000
YMCA - Autism Summer Camp	\$39,500

VENTURE GRANTS 2016

John Howard Society (Life Skills & Mentoring)	\$30,000
Children's Aid Society (The Hub)	\$30,000



2016-2019 INVESTMENTS



United Way of
Sarnia-Lambton



**ANNUAL REPORT
- 2016 -**

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

www.theunitedway.on.ca

PRESIDENT'S REPORT

KATHY SITTER

What a terrific 2016 the United Way of Sarnia-Lambton experienced.

Our Future Fund surpassed the \$2,000,000 level, the agencies achieved real measurable community impacts, our financial budgets were all in line while investing the maximum we could into each local agency's programs and services, and to cap the year off, we reached our \$2,000,000 campaign goal.

I want to thank the community at large for having faith in the United Way of Sarnia-Lambton. You trusted us with your donations, sponsorship, volunteer time, and other assets. I believe we delivered on our promises to keep costs as low as possible; the more money we raise and save, the more community impact we can have.

Everyone who supported the United Way this year played a vital role and was instrumental to our success. The United Way illustrates, in my view, a community wide effort. Thank you!

The United Way will be publishing our next five year strategic plan shortly where we will outline our focus going forward, strategizing on how we will work with our funded partners to achieve even more community impact while continuing to meet our financial goals. Please take the time to visit our website, read our plan, and observe how we are working with so many in our community to make Sarnia-Lambton an even better place to live, work, play, and retire.

CAMPAIGN CHAIR REPORT

RICHARD KELCH

I want to thank you for your participation and investment in our community. I am proud that we were able to once again help create lasting change that benefits each of us. The 2016 campaign goal of \$2,000,000 was set after reaching that amount the year previous and the thermometer peaked in mid-December due to the strength in our community.

It became clear this past year that we needed to rely on each person, each business and each company to give back. The industrial, construction, and agricultural sectors each brought new life to the campaign while the business and professionals sector brought new relationships and opportunity for future development.

The Employee Campaign Coordinators are the backbone of the workplace campaigns and we thank them for their tireless commitment. Thank you to Loaned Representatives Bert Thakkar from Imperial and Mark Vander Vies from Ministry of Community and Social Services. The staff at the United Way office steer the ship; to Dave, Rebecca, Pamela and Stephanie, thank you for your dedication to our community.

After three years as Campaign Chair I will pass the baton, but remain as a volunteer with the organization. I believe in United Way, the work that is being done and the commitment to our community. With that I would like to say thank you again to our generous donors, please know you are having an impact on the lives of our friends and neighbours.

COMMUNITY IMPACT

We raised \$2,000,000 in 2016.

Here is what we accomplished together:

Youth.

86%

of children who received a healthy breakfast and attended programming at the YMCA Resources Houses have improved their success at school.



100%

of Little Brothers & Sisters who have been matched with an adult mentor did not have any encounters with the law or any substance abuse issues since being matched.

Families.

100%

of Financial Fitness clients have increased their financial capacity and 30% have decreased their overall debt.



100%

of Family Counselling clients indicated a positive difference in their relationships. Counselling decreases the chance of a marital breakdown which could lead to unemployment or social assistance needs.

Seniors.

4,006

Lambton County residents used transportation services to get to medical appointments, grocery stores and social outings. Providing seniors with affordable transportation is a crucial component of them being able to remain in their own homes longer.



2,973

subsidized meals have been delivered by Red Cross to date, to marginalized, isolated and at risk seniors. Eating well as you age improves mental acuteness, energy levels and resistance to illness, keeping seniors healthy and independent.

2016 BOARD OF DIRECTORS

Alan Blahey	Chris Hawksworth	Rima Rizkallah
Terry Doyle	Richard Kelch	Jessica Roberts
Brian Fielder	Jason Killingsworth	Kathy Sitter
Pam Gallant	Al McChesney	Lisa Smith
John Girard	Wendy Murru	Martin Vrolyk

FUTURE FUND

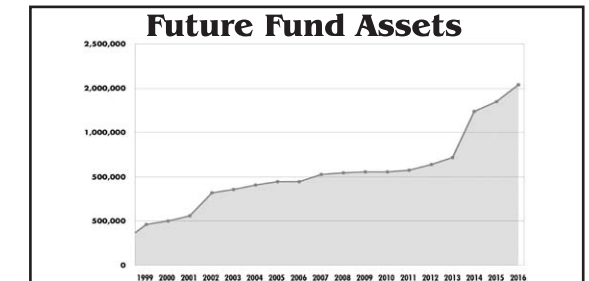
DAVE BROWN

The United Way of Sarnia-Lambton Future Fund has continued to see solid growth in 2016.

The Future Fund is a key strategy in our short, medium, and long-term objectives. The Future Fund will enable the United Way of Sarnia-Lambton to keep fundraising and administration costs low while allowing for the maximum possible donated money to be invested in Sarnia-Lambton human care services. The revenue from this endowment-like fund has already had a profound effect on providing stable and consistent funding to our three impact areas; youth, families, and seniors.

Now in excess of \$2,000,000 in current liquid assets, plus another \$275,000 in future assets, the Future Fund is conservatively invested to provide an annual yield of at least 3.5 percent. The revenue will be used for community allocation purposes every year forever.

Our strategy is to promote the fund even further and to both directly and in directly ask long time United Way contributors to consider leaving a legacy gift. Donating through your will is an opportunity to make your largest gift ever to the United Way and it will not cost you anything in your lifetime.



* information above reflects 9 months of data

