

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

FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
REVENUE		
Campaign revenue	\$2,106,089	\$2,156,262
Uncollectable pledges & other adjustments	<u>-\$9,222</u>	<u>-\$13,415</u>
Net revenue from prior year's campaign	2,096,867	2,142,847
Winter Warmth Program	0	32,561
Interest	24,528	28,726
Day of Caring	3,788	5,750
Bingo Revenue net of expenses	14,087	10,855
Other campaign activities net of expenses	32,966	24,758
	<u>2,172,236</u>	<u>2,245,497</u>
EXPENDITURES		
Winter Warmth Program	0	31,825
Allocation to Community Services	1,548,002	1,576,953
Day of Caring Expenses	3,788	5,811
Campaign & Admin. Costs	338,747	355,659
Community Investment & Program Costs	142,551	138,563
United Way of Canada	20,280	19,902
Total Expenditures	<u>2,053,368</u>	<u>2,128,713</u>
Fund Balance, Beginning	576,155	399,261
Excess of Revenue		
Over Expenditures	118,868	117,894
Unrealized Gain on Investments	66,641	
Inter-fund Transfers	-142,283	59,000
Fund Balance, Ending	<u>\$ 619,381</u>	<u>\$ 576,155</u>

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

FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
ASSETS		
Current Assets		
Cash and term deposits	\$2,363,176	\$2,817,401
Accounts receivable and accrued interest	12,768	21,154
Campaign pledges receivable	558,746	543,575
Artwork Inventory	12,320	12,320
Due from General Fund	29,634	144,233
Total	<u>2,976,644</u>	<u>3,538,663</u>
Investments	2,215,786	1,571,393
Property, Plant and Equipment	11,159	13,768
Cash Surrender Value of LI Policy	10,500	0
Total Assets	<u>5,214,089</u>	<u>5,123,824</u>
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	128,325	52,124
Deferred revenue	2,150,775	2,383,265
Due to Future Fund	29,634	144,233
Total Liabilities	<u>2,308,734</u>	<u>2,579,622</u>
FUND BALANCES		
General Fund	619,381	576,155
Future Fund	2,285,974	1,968,047
	<u>2,905,355</u>	<u>2,544,202</u>
Total Liabilities	<u>\$5,214,089</u>	<u>\$5,123,824</u>

APPROVED INVESTMENTS 2017-2018

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	\$52,121
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
March of Dimes	\$20,000
Multiple Sclerosis Society	\$25,000
North Lambton Community Health Centre	\$60,000
Rebound	\$93,300
Salvation Army	\$65,500
St. Clair Child & Youth	\$48,500
Stroke Recovery	\$36,000
VON	\$56,000
YMCA - Resource Houses	\$70,000
YMCA - Autism Summer Camp	\$39,500

VENTURE GRANTS 2017

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

**UNITED WAY OF SARNIA-LAMBTON
FUTURE FUND FINANCIAL INFORMATION**

FOR THE YEAR ENDED DECEMBER 31, 2017

	2017	2016
FUTURE FUND		
REVENUE		
Memorial Donations	\$ 3,310	\$ 17,689
Interest Income	82,980	20,787
United Ways of Ontario Rebate	42,685	0
Imperial Art Auction	0	77,760
Life Insurance In-Kind Donation	251,059	92,138
Total Revenue	<u>380,034</u>	<u>208,374</u>
EXPENDITURES		
Life Insurance In-Kind Donation	226,920	92,138
Insurance Premiums & Office Expenses	48,847	12,026
Excess of Revenue Over Expenditures	104,267	104,210
Fund Balance, Beginning	1,968,047	1,868,716
Excess of Revenue		
Over Expenditures	104,267	104,210
Inter-fund Transfers	142,283	-59,000
Unrealized Loss on Investment	71,377	54,121
Fund Balance, Ending	<u>\$2,285,974</u>	<u>\$1,968,047</u>

Financial Statement Highlights

Complete statements available on our website.



**United Way
Sarnia-Lambton**

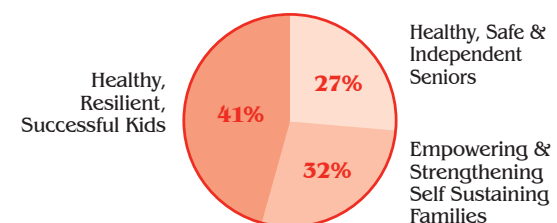
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2016-2019 INVESTMENTS



United Way of
Sarnia-Lambton

**61st
ANNUAL REPORT
- 2017 -**

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

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PRESIDENT'S REPORT

JASON KILLINGSWORTH

What a year we have had. I would like to thank every donor, every volunteer, and every United Way of Sarnia-Lambton board member.

Not only did we reach the \$2,000,000 goal, but with strategic investments both socially and financially we have increased our net assets. In fact, our net assets have increased substantially in the last 12 months thanks largely to the growth of the Future Fund. This is great news for the sustainability of the United Way of Sarnia-Lambton, and more importantly, it maintains consistent funding levels for the more than 35 funded programs and services.

I am proud of my affiliation with the United Way of Sarnia-Lambton, and I think I speak for everyone on the board when I say our United Way is among the leaders within the United Way movement. I'm pleased to work with a group of wonderfully talented individuals on the Board of Directors and the committees who have diverse backgrounds and skills resulting in such profound outcomes.

I would also like to point out the work of the staff at the United Way. Our small, but dedicated group of professionals not only keep the office going on a daily basis, but subscribe to our continuous improvement philosophy. Thank you to Dave, Pamela, Rebecca, Stephanie and Jessica.

It is with sorrow that we say goodbye to four of our retiring board members. Pam Gallant will step down as she has completed her 10 year term on the board. We also say goodbye to Past President Kathy Sitter, and members Jessica Roberts and Wendy Murru. All of your efforts and contributions at the board level will be missed.

Thank you once again and congratulations to everyone involved for your impact on our community!

CAMPAIGN CHAIR REPORT

VICKY DUCHARME

Thank you, Sarnia-Lambton, for reminding me that we live in a community that has people who care deeply about the quality of life of this place we call home.

During the campaign, we had companies rally, individual's step up, organized labour pitch in, we climbed stairs together and even enjoyed a meal of wieners and beans together. The collective action of each donor helped United Way ensure that kids are strong and resilient, that seniors are healthy and independent and that families are self-sustaining.

Space does not allow for me to fully express my gratitude and appreciation to our United Way friends. I look forward to leading the campaign this fall for a second year, and I want to thank each and every one of you, our supporters, for investing in our community.



COMMUNITY IMPACT

We raised \$2,000,000 in 2017.

Here is what we accomplished together:

Youth.

90% of youth who took part in the CMHA Preventative Education Program are now aware of what protective factors can contribute to their mental health and 100% would encourage someone they know to seek help.

80% of the YMCA Autism Summer Campers improved their emotional and physical wellbeing and 75% had increased success at school.

Families.

82% of callers to the Family Counselling Centre Distress Line reported they now have a decrease in isolation, distress or anxiety and an increased ability to cope by having an action plan.

80% of North Lambton Community Health Centre Opening Doors program clients report an increase in physical activity and 85% report a positive change in their mental health.

Seniors.

82% of VON Foot Care Clinic clients report increased mobility, 78% report decreased pain and 96% report overall feeling of wellbeing.

81% of clients who received assistive devices through March of Dimes felt it increased their physical activity and 85% indicated the device(s) helped them maintain their employment, education or volunteer duties in the community.

** information above reflects 9 months of data*

2017 BOARD OF DIRECTORS

Heather Allen	John Girard	Rima Rizkallah
Alan Blahey	Richard Kelch	Jessica Roberts
Terry Doyle	Jason Killingsworth	Kathy Sitter
Vicky Ducharme	Al McChesney	Lisa Smith
Pam Gallant	Wendy Murru	

FUTURE FUND

DAVE BROWN

One of the pillars for the United Way of Sarnia-Lambton's success is the Future Fund; specifically, its growth and stable funding of local programs and services.

As in recent years, the Future Fund has continued to see good growth and is now approaching \$2.5 Million in assets. In addition, the United Way was donated two life insurance policies in 2017 amounting to \$550,000.

The United Way of Sarnia-Lambton policy is to invest 3.5% of the principal every year directly into programs and services. In 2017, that amounted to \$70,000. This is sustainable funding, that will never end and has no fundraising costs.

I encourage anyone looking to update their will, or who have an asset or life insurance policy that they are no longer in need of, to consider gifting it to the United Way for investment in our Future Fund.

There are many tax advantages when making a planned gift that will benefit yourself or your estate. The Future Fund allows you to leave a legacy that ensures the United Way will forever fund needed programs and services in Sarnia-Lambton.

We at the United Way look forward to working with your tax or legal professional to meet your needs and to ensure the United Way of Sarnia-Lambton will fund programs and services with lasting measurable outcomes for generations to come.