

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

FOR THE YEAR ENDED DECEMBER 31, 2018

	2018	2017
<b>REVENUE</b>		
Campaign revenue	\$2,108,962	\$2,106,089
Uncollectable pledges & other adjustments	<u>-14,336</u>	<u>-\$9,222</u>
Net revenue from prior year's campaign	2,094,626	2,096,867
Interest	102,138	107,508
Day of Caring	4,500	3,788
Memorial Donations	24,242	3,310
United Way of Ontario	7,150	42,685
Life Insurance Policy In-Kind Donation	0	251,059
Bingo Revenue net of Expenses	19,622	14,087
Other campaign activities net of Expenses	22,994	32,966
Donations In-Kind	0	-226,920
Insurance Premiums & Office Expenses-Future Fund	-48,721	-48,847
	<u>2,226,551</u>	<u>2,276,503</u>
<b>EXPENDITURES</b>		
Allocation to Community Services	1,547,572	1,546,733
Day of Caring Expenses	4,279	3,788
Campaign & Admin. Costs	356,918	338,747
Community Investment & Program Costs	147,608	143,820
United Way of Canada	20,594	20,280
Total Expenditures	<u>2,076,971</u>	<u>2,053,368</u>
General Fund Balance, Beginning	619,381	576,155
Excess of Revenue Over Expenditures	117,339	118,868
Unrealized Gain on Investments	-7,566	66,641
Inter-fund Transfers	46,404	-142,283
Fund Balance, Ending	<u>\$ 775,558</u>	<u>\$ 619,381</u>

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

FOR THE YEAR ENDED DECEMBER 31, 2018

	2018	2017
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and Term Deposits	\$2,224,869	\$2,363,176
Accounts receivable and accrued interest	11,741	12,768
Campaign Pledges receivable	762,312	558,746
Artwork Inventory	1,810	12,320
Due from General Fund	0	29,634
Due from Future Fund	18,318	0
Total	<u>3,019,050</u>	<u>2,976,644</u>
Investments	2,176,290	2,215,786
Property, Plant and Equipment	11,248	11,159
Cash Surrender Value of LI Policy	10,500	10,500
Total Assets	<u>\$5,217,088</u>	<u>\$5,214,089</u>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts payable and accrued liabilities	121,737	128,325
Deferred revenue	2,100,271	2,150,775
Due to General Fund	18,318	0
Due to Future Fund	0	29,634
	<u>2,240,326</u>	<u>2,308,734</u>
<b>FUND BALANCES</b>		
General Fund	775,558	619,381
Future Fund	2,201,204	2,285,974
	<u>2,976,762</u>	<u>2,905,355</u>
Total Liabilities	<u>\$5,217,088</u>	<u>\$5,214,089</u>

Financial Statement Highlights  
Complete statements available on our website.

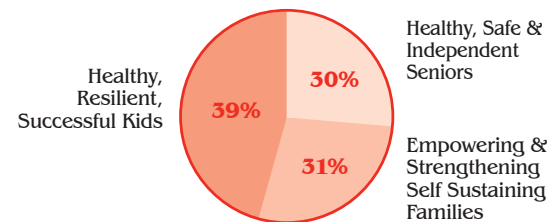
## APPROVED INVESTMENTS 2019-2022

Big Brothers Big Sisters	\$567,036
Boys & Girls Club of Sarnia-Lambton	282,666
Canadian Mental Health Association	179,955
Canadian Red Cross	357,000
CNIB	91,500
Community Living Sarnia-Lambton	150,000
Family Counselling Centre	685,446
Financial Fitness	60,000
John Howard Society	157,500
Lambton County Developmental Services	142,500
Lambton Elderly Outreach	223,800
March of Dimes	61,800
New Beginnings, ABI & Stroke Recovery	135,000
North Lambton Community Health Centre	180,000
Rebound	265,500
Salvation Army	201,000
VON	195,000
YMCA - Resource Houses	225,000
YMCA - Autism Summer Camp	129,000

## VENTURE GRANTS 2018

John Howard Society (Life Skills, Coaching & Mentoring)	\$30,000
WES for Youth Online Counselling	\$30,000
1st Hussars Army Cadets Petrolia	\$15,000

## 2019-2022 INVESTMENTS



**United Way of Sarnia-Lambton**  
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**United Way**  
Sarnia-Lambton

# 62<sup>nd</sup>

ANNUAL REPORT

# 2018

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



## PRESIDENT'S REPORT

JASON KILLINGSWORTH

United Way of Sarnia-Lambton continues to make positive and lasting change. I am consistently inspired by our volunteers and our donors, working together as we strive for a stronger Sarnia-Lambton community.

We cannot ignore the measurable results that are achieved with United Way funding. United Way has been able to turn a donation into a life changing program or service with the help of our funded agencies.

In 2018, after approximately 25 years of meeting our campaign target, we did not meet our intended goal of \$2,000,000. While many may view this as unsuccessful, the volunteer Board of Directors along with United Way staff disagree. We know that 2018 was a success. With changes to our investment strategy in addition to an office move, thousands of dollars will be saved in 2019. Although the campaign fell short by \$51,000, with the dollars saved by these changes we were able to provide three per cent more for agency funding. The cost effectiveness of our operations, the implementation of our Future Fund, and the quality of investments will allow us to continue to tackle some of the most daunting issues facing our region.

The feeling of giving back to our hometown is like no other, thank you to our volunteers, our United Way staff, and our donors. You are changing someone's story.



## CAMPAIGN CHAIR REPORT

VICKY DUCHARME

Results matter, and I take inspiration from all that we have achieved in 2018. When asked to chair the campaign for United Way, I agreed without hesitation. United Way looks at the needs of Lambton County residents, it addresses the root causes of complex social issues like seniors living in poverty and combatting school dropout rates. United Way engages future generations with the importance of giving back and it brings together volunteers so they can make a difference in someone's life.

The past year certainly had its challenges. We knew during the 2018 goal setting process that the \$2,000,000 target would be difficult to reach; although disappointing we didn't reach goal, we still raised \$1,969,000. This would not have been possible if we didn't have the phenomenal support of labour organizations, all levels of government, large corporations, small businesses, employees, community agencies, individuals throughout the community, and local media.

The planning process for the 2019 campaign is well underway. Our primary objective is to seek out new employee campaigns in the small industry and retail sector. We will also move forward with an expanded direct mailing list.

Thank you to the committed United Way staff, our volunteers and the community; we couldn't have achieved these results without you!



# COMMUNITY IMPACT

Here is what we accomplished together:

## Youth.

**100%** of youth in the Rebound Choices Jr. program are demonstrating improved decision making regarding illicit substances, as reported by their caregivers.

**73%** of youth who participate in the YMCA Resource Houses Before & After school program have had a reduction in school absenteeism.

## Families.

**90%** of clients of the North Lambton Community Health Centre Opening Doors program report improved mental health & 82% increased their physical activity.

**90%** of participants in the Suicide Prevention safeTALK workshops state that their preparedness to speak about suicide has increased.

## Seniors.

**133** Seniors were assisted with their hospital discharge by the Homeward Bound program in North Lambton. 468 meals, 436 hours of care and 9 rides were provided.

**81%** of seniors who received dental assistance thru the Salvation Army have had increased social interaction following their dental procedures.

*\* information above reflects 9 months of data*

## COMMUNITY INVESTMENT REPORT

GERRY WHITCOMBE, CIC CHAIR

The Community Investment Committee's (CIC) role is to shepherd the process which leads to the recommendation of programs to the United Way Board of Directors for funding.

More than sixteen volunteers spent twelve months identifying key performance indicators and weighing priorities with the funds available. The committee banded together to ensure that a consistent, balanced and community-based approach to funding programs was in place.

The 2019-2022 allocations will see funding provided to 36 programs and services in the areas of youth, families, and seniors.

Without the hours contributed by our dedicated volunteers this process would not have been possible, thank you.



## 2018 BOARD OF DIRECTORS

Heather Allen	Mary Ellen Edlington	Rima Rizkallah
Kelly Batson	Gerry Whitcombe	Lisa Smith
Alan Blahey	Jason Killingsworth	Martin Vrolyk
Terry Doyle	Vicky Ducharme	Richard Kelch
John Girard	Al McChesney	