

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

FOR THE YEAR ENDED DECEMBER 31, 2019

	2019	2018
REVENUE		
Campaign revenue	\$2,036,514	\$2,108,962
Uncollectable pledges & other adjustments	-19,660	-14,336
Net revenue from prior year's campaign	2,016,854	2,094,626
Interest	210,390	102,138
Day of Caring	5,261	4,500
Memorial Donations	18,064	24,242
United Way of Ontario	0	7,150
Bingo Revenue net of Expenses	17,480	19,622
Other campaign activities net of Expenses	6,628	22,994
Donations In-Kind	0	0
Insurance Premiums & Office Expenses-Future Fund	-50,689	-48,721
	2,223,988	2,226,551
EXPENDITURES		
Allocation to Community Services	1,633,732	1,547,572
Day of Caring Expenses	4,198	4,279
Campaign & Admin. Costs	377,033	356,918
Community Investment & Program Costs	152,623	147,608
United Way of Canada	21,218	20,594
Total Expenditures	2,188,804	2,076,971
General Fund Balance, Beginning	775,558	619,381
Excess of Revenue Over Expenditures	-61,180	117,339
Unrealized Gain on Investments	215,618	-7,566
Inter-fund Transfers	97,000	46,404
Fund Balance, Ending	\$ 1,026,996	\$ 775,558

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

FOR THE YEAR ENDED DECEMBER 31, 2019

	2019	2018
ASSETS		
Current Assets		
Cash and Term Deposits	\$2,458,849	\$2,224,869
Accounts receivable and accrued interest	14,454	11,741
Campaign Pledges receivable	606,357	762,312
Artwork Inventory	1,810	1,810
Due from Future Fund	58,633	18,318
Total	3,140,103	3,019,050
Investments	2,511,275	2,176,290
Property, Plant and Equipment	8,857	11,248
Cash Surrender Value of LI Policy	10,500	10,500
Total Assets	\$5,670,735	\$5,217,088
LIABILITIES		
Current Liabilities		
Accounts payable and accrued liabilities	137,260	121,737
Deferred revenue	1,943,459	2,100,271
Due to General Fund	58,633	18,318
	2,139,352	2,240,326
FUND BALANCES		
General Fund	1,026,996	775,558
Future Fund	2,504,387	2,201,204
	3,531,383	2,976,762
Total Liabilities	\$5,670,735	\$5,217,088

Financial Statement Highlights
Complete statements available on our website.

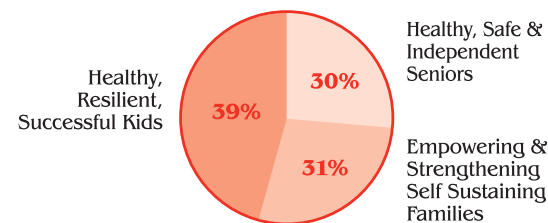
APPROVED INVESTMENTS 2019-2022

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 2019

Harmony for Youth	\$22,500
Inn of the Good Shepherd Income Tax Program	\$28,000
1st Hussars Army Cadets Petrolia	\$15,000
Rapids Family Health Team Memory Clinic	\$30,000

2019-2022 INVESTMENTS



For United Way Future Fund information please visit
www.unitedwayfuturefund.com



**United Way
Sarnia-Lambton**

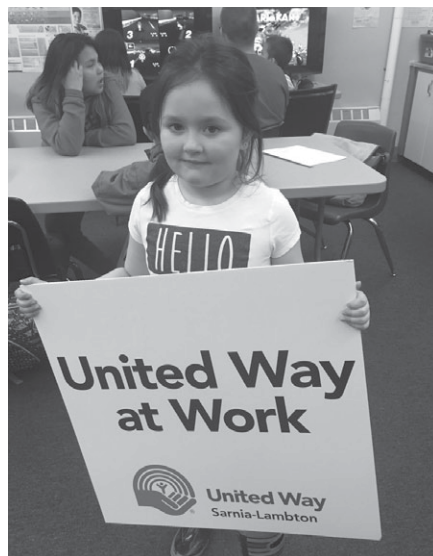
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**United Way
Sarnia-Lambton**

**63rd
ANNUAL
REPORT
2019**

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

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PRESIDENT'S REPORT

JASON KILLINGSWORTH

It was an exciting 2019 for the United Way of Sarnia-Lambton.

We reached our 2019 Needs Target; we gained new supporters and funded much needed programs and services that have a profound impact on clients and the community.

It took us until the early days of January 2020 to count the donated money we received through the mail, which resulted in surpassing the \$1.9 M Needs Target. We needed each and every donor and volunteer from our community to achieve this.

We dealt with some adverse reactions to our de-funding of the Lambton Seniors in 2019, mostly by donors and citizens who were not aware of the United Way funding policies and the reasonings behind the decision. We thank the local media for helping us to clearly explain the situation. The media was also paramount in spreading the word that the 2019 campaign was in trouble. As President, I am proud of the way the community responded to our pleas to reach the target.

The Habitat for Humanity Handyman/Handywoman program received a 30-thousand-dollar Venture Grant. This program provides help to those homeowners of home maintenance services to allow them to live in their own homes safely. The program uses a means test to determine subsidized rates for those citizens with limited income and who are most in need.

The Inn of the Good Shepherd also applied for and secured United Way funding through the Venture Grant program for its Income Tax program. The Inn does so much great work in our community and we have always had a great relationship. The Income Tax program has excellent outcomes and secures millions of dollars for the most vulnerable people in Sarnia-Lambton through refunds and credits.

Thank you to each donor, organized Labour, the local media, our volunteers including those on our Board of Directors, and our staff.

CAMPAIGN CHAIR REPORT

VICKY DUCHARME

The 2019 campaign had a much different tone from years past. We moved to a Needs Target approach, rather than a goal. The target was set at \$1,900,000, this was the minimum amount of money that would be needed to continue funding programs and services at appropriate levels.

The task was not going to be easy, as we knew going into the campaign that some of our larger donors would have decreased donations, but we persevered.

Community and employee presentations focused on impact, measurable outcomes and positive community change. We could not have reached the Needs Target without our great corporate partners, generous donors, tireless volunteers, and everyone else who was gracious enough to lend their time and support to the United Way organization.

A special thank you to Imperial Loaned Representative Tiffany MacDougall, local media and the small but mighty staff at United Way; the results of the 2019 campaign would not have been successful without you.

COMMUNITY IMPACT

Here is what we accomplished together:

Youth.

- 86% of youth in the Rebound Choices Jr. program have increased their ability to recognize & manage their emotions appropriately.
- 100% of children in the Big Brothers Big Sisters Matching program did not have any encounters with the law or any substance abuse issues while in the program.
- 86% of children who attended the YMCA Resource Houses had reduced school absenteeism. The students receive a healthy breakfast before school and a healthy snack to take to school.

Families.

- 90% of Lambton County Developmental Services Respite clients increased their physical activity. 85% completed a financial plan and developed skills in managing their finances.
- 60% of clients who used the Inn of the Good Shepherds Income Tax program were able to eliminate the need for other community supports because of the household income generated (tax refunds, child tax benefits etc.). Over 14 million dollars in benefits were generated through this local program.
- 50% of young adults in the Community Living jobPath are employed, 20% are volunteering and 20% are building their social network through the Transitions Facilitator program.

Seniors.

- 90% of New Beginnings, ABI & Stroke Recovery clients are more confident using assistive and electronic devices to help their independence in daily living.
- 99% of clients and caregivers of the VON Friendly Visiting program say it has decreased isolation. 676 volunteer hours were provided to lonely seniors across Lambton County.
- 828 Lambton Elderly Outreach Transportation clients were able to maintain their physical independence and mobility as a result of the transportation service.

* information above reflects 9 months of data

COMMUNITY INVESTMENT REPORT

GERRY WHITCOMBE, CIC CHAIR

In 2019, three-year funding contracts were awarded to 36 local programs and services, provided by 18 agencies in Lambton County. Each program addresses at least one key element in the United Way's Community Impact Agenda. The United Way Impact areas of Youth, Families and Seniors, all have measurable community indicators that the Community Investment Committee (CIC) volunteers will monitor during this three-year funding period.

Community Impact means making fundamental changes to community conditions. It's about people and organizations coming together to create lasting measurable change. The United Way of Sarnia-Lambton invests strategically, measures carefully, and we hold ourselves accountable for results. The United Way will measure program success based on the Community Indicators listed in each of the three Impact area's: Youth, Families and Seniors, to ensure that programs are still having a positive effect on their clients.

The CIC also reviewed several short-term funding requests through the United Way Venture Grant program during 2019. Of these, four one-year grants were approved. This funding stream also follows the United Way of Sarnia-Lambton's Community Impact Agenda and all funded programs must have clear, measurable objectives that align with our Community Indicators.

I would like to thank my fellow CIC volunteers for their time and dedication to ensure that donors dollars are being allocated to the most needed and effective programs in Lambton County. Pam Gallant, Laura Black, Steve Stock, Jane Bearsto, Mark Vandervies, and Giselle Owen, thank you!

2019 BOARD OF DIRECTORS

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Terry Doyle	Michele Lalonge-Davey
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Mary Ellen Edlington	Rima Rizkallah
John Girard	Martin Vrolyk
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