

2010 Annual Report



United Way
South Niagara

unitedwaysouthniagara.ca

**From poverty
to possibility**

**Healthy people,
strong communities**

**All that kids
and families can be**

President's Report

Change Starts Here

A young mom with two beautiful daughters has the courage to stand up and say, ***change starts here***. She wanted to provide a better life for her children and that meant she needed to change. She walked into a young mom's program funded by United Way of South Niagara and began a journey that would see her graduate from high school, get a college diploma and secure a full time job.

An anonymous donor is deeply touched by stories he reads and realizes that ***change starts here***. He got up one morning, walked into our United Way office and quietly handed us an envelope with a \$10,000 donation in it.

A local businessman opens the paper, is inspired by what he reads and takes action because ***change starts here***. He picks up the phone and offers to help United Way achieve their mission.

The United Way of South Niagara Board and staff see an opportunity, feel the economic impact in the community and realise more than ever that ***change does start here***. We made a commitment to not only change but to transform ourselves and our community for greater impact.

The beginning of a new decade was the beginning of a new way of doing business for United Way of South Niagara. Leading into 2010 we took action on our strategic plan to become a pivotal agent of social change. We challenged ourselves to think differently, to reach out to the community in new ways and to push ourselves to a new level of innovation. Driven by the increased needs in our community and limited funding available to meet those needs, a small group of passionate, committed volunteers and staff wholeheartedly accepted the challenge and plunged enthusiastically into a well planned transformation that would ensure we reached out to those who need us most. Being grounded by the fact that our transformation was not all about us, we knew we could not do this alone. We needed the community's input, our stakeholder's advice and a very clear idea of what those in need wanted and truly valued.

Our journey began with engaging the community, talking with our partner agencies, communicating with our stakeholders and asking for help. The response has been overwhelming, reassuring us that we are on the right track. Our journey is far from over and every month when we come together we are encouraged and excited about the future we are creating. We continue to fund some of the best programs in South Niagara as we move people from poverty to possibility, build healthy people and strong communities and help kids and families be all that they can be.

As President of the Board, I feel honoured to work with such a talented and committed team of volunteers and staff. My heartfelt gratitude and appreciation go out to everyone who has supported us in our quest to reach our new vision. On behalf of the Board, thank you to each and every one of you who took the time to talk to us, to share your point of view, to help us and to steer us in the right direction. Thank you to every donor who made us a part of their charitable giving.

Most importantly, thank you to everyone who accepted our help through the programs and services you had the courage and strength to reach out to. You inspire us to keep doing what we do and drive us to contribute more to those who need us most. For all of us, in so many different ways ***change starts right here, right now***.



Angela Carter, President
Board of Directors

2010 Leaders and Friends

The Leadership Giving Program promotes and recognizes personal giving of \$500 or more. The reason for being a Leader, for many of our Leaders is very personal. Each Leader wishes to make a difference in his or her own way. Collectively, Leaders demonstrate the willingness to take up the challenge of Leadership as an integral means to ensure our community is a good place in which to live, work and play. The examples made by Leaders in the community demonstrate: **Changes starts here.**

Pathfinder \$10,000+

John & Linda Lamacraft
1 Anonymous

Pioneer \$5,000-9,999

Jutta Dalton

Patron \$2,500 to \$4,999

Rob & Pat Neill
Len Stolk
James & Laurie-Ann Whitnall
Larry Wormald
1 Anonymous

Champion \$2,000 to \$2,499

Malcolm Allen
Kevin & Leslie Bailey
Cindy Forster
John Krall
Stephanie & Yesser Leheta
Robert Young

Builder

\$1,500 to \$1,999

Merritt Augustine
Ken & Margaret Campbell
Edward Goerzen
Peter Papp
Kim Robinson
Frank R. Smith
Kelly Stayzer
Brian & Sylvia Walker
3 Anonymous

Leader

\$1,000 to \$1,499

Mohamed M. Ali
Ramon Azurin
Piero Bruni
John & Jill Cappa
Tony Cianfarani
Dave Cyopeck
Jean & Heather Delisle
Frances Dennis
Amy Elder
Dana & Karen Goldhawk
Roman Grocholsky
Rick & Mel Groom
Heather Hague
Peter Inman
Tom Johnson

Soo Yon Kim
Paul D. Leon
LouAnn Leon
John Lye

J. Ross MacFarlane
Carrie Morris

John & Nancy Nicol
David E. Pettingill
Kathy Pitkin

Rick & Amy Prior
Leo Rodrigue
Lyn Russo

Kenneth Salmon
Craig Stirtzinger
Herman Stolk

Ken & Shirley Storr
Mary Turner
Peter Typer

Garry Vanden Beukel
Andrew & Jennifer Walker

Sandy White
James Williams
Paul J. Winkler
Bruce Wormald
James Young
7 Anonymous

Friend

\$500 to \$999

Johanna Agnew
Lynn Aston
Lynn Aston
Vance Badawey
Brian Baty
Terri Beck
Al Bering
Sylvia Bernard
Karen Bialogrecki
Shelley Biro
Nicholas L. Bodo
Steve & Kim Boutin
Carol Bowers
Robin Boyd-Ellis
Diana Brozovic
Elizabeth Brugman
Peter Bryan
Michael Burns
James Burton
Kimberly Butts
Jacqueline Calabretta
Blair Campbell
Brigitte Chiki
John S. Clipsham
Sharon Cook
Glenn Cowan

Debbie Crowe
Marjorie L. Crysler
Anthony D'Amico
Tracy Daniel

Kristine Dawson
Anthony DeChellis

James D. Dewar
Jim DiMartile
Kevin J. Doucet

J. R. Dowd
Petra Dupuis
Kimberly Eros

Hilda Finlayson
John Finley

Michael Finnigan
Mary Anne Foster
Dave Fyke

Eleanor Garrett
Arlene Garrett
Damian Goulbourne

Dennis Graveline
Jeremy Groszeibl
Judith Gruarin

James Hagar
Esperanza Hanna
Celine Hardy

Anne Harold
Lori Heemskerck
Molly Heise

Chris Irwin
Paul & Maureen Karner
Sean & Kerry Kennedy

Charles G. Kennedy
Alison Kirk
Michael Klauck

Sabina Knight
Sharon Knott
Brenda Lamarche

Suzanne LaRose
Debra Lavictoire
Sylvin Lepine

Dale Leslie
Sandra Lindsay
Robert Lyons

Roman M. J. Lysiuk
Wanda MacDonald
Stacey Madere

William McCulloch
Connie McCutcheon
Jonine McGregor

Robert McIlveen
Marie McKee-Caputo
Terry McMahon

Kathleen McPherson
David Merritt

Brian Minard
Lori Moran
Rod Morrison
Robert J. Mueller

Julie Murray
David Nash

Don & Jean Nelson
Jon Ogryzlo
Tyson Pals

Lorne Pasche
Terri Pauco
Anne Pederson

Nicole Perreault
Mark Perrotta
Teresa Quinlin

Christina Racher
Steffan Rauh
Eileen Reidy

Lynda Reinhart
Kevin Roach
Paul Robinson

Patrick Robson
Michael Root
Gloria Ryan

John Rykart
Linda Saari
Barbara Sainty

C. Borden Sanders
Neil Sappet
John Seebach

Barry C. Sharpe
Shane Smith
Simone Smith

Karen Smith Curtis
Mireille St.Amour
Alvin Stark

Derek Stonier
Susan Sutherland
Gary & Angie Talosi

Bryan Thomas
Ed Thompson
D. Thorne

W. Ursacki
J. D. Vedova
Jean Michele Villegas

Ann Volk
Chris Watts
Tina Welsh

Christopher Williams
Karen Wilson
John Wink

Craig & Robin Zavitz
16 Anonymous

2010 United Way South Niagara Awards

Corporate Awards

Platinum

Canadian Tire Financial Services
John Deere

Gold

Stolk Construction

Silver

Convergys
Scotiabank

Bronze

Meridian Credit Union
Vesuvius Canada

Merit

ADM Milling
Whites' Insurance Brokers

Employee Awards

Platinum

Durward Jones Barkwell & Company
Stolk Construction Limited
United Way of South Niagara

Gold

Vesuvius Canada
Welland Forge Limited
Welland Hydro

Silver

City of Welland
Lakeside Steel Corporation
Niagara College
Vale

Bronze

Big Brothers Big Sisters of South Niagara
Canadian Tire Financial Services
Women's Place of South Niagara

Merit

Allied Marine & Industrial Inc.
City of Port Colborne
H & S Treating
Community Living Port Colborne/Wainfleet

Special Awards

Best Overall Campaign 2010

Best Corporate Sector

Canadian Tire Financial Services

2nd Place

Vale

3rd Place

John Deere Foundation

4th Place

Convergys

5th Place

Stolk Construction

Best Public Sector Campaign

Niagara Catholic District School Board

2nd Public Sector Campaign

Niagara College

3rd Public Sector Campaign

City of Welland

Top Agency

Meals on Wheels Port Colborne Inc.

Best New Initiative

Best Western Rose City Suites

Community Impact Award

Monica Rose

Media Coverage

Niagara This Week
The Tribune
The Voice of Pelham

Top 10 Best Fundraising Events 2010

Hunters Feast Wine Makers Dinner
by Canalside Pub & Eatery

13th Annual Auction & Dinner
by Welland/Pelham Chamber of Commerce

Employee's Golf Tournament
by City of Welland

Murder Mystery Dinner
by Meals on Wheels Port Colborne

Penny Sale
by Meridian Credit Union, Welland

1st Annual Peninsula Hoops Classic
by Niagara College

2nd Annual Niagara Ultimate Five Star Experience
by Seaway Mall

1st Annual Waterball Competition
by The Tribune

A Night in Old Hollywood
by United Way of South Niagara

Barbecue
by Whites' Insurance Brokers

The United Way South Niagara receives significant donations through other United Ways in the region. We would like to recognize the top designating companies from whom the United Way South Niagara receives employee and /or corporate donations.

Top Regional Campaign Designation Accounts

Brock University
Casino Niagara Associates
District School Board of Niagara
Enbridge Consumer Gas
Family & Children's Services Niagara
Ford Motor Company of Canada
General Motors of Canada
LCBO
Meridian Credit Union
Niagara Health System
Oxy Vinyls Canada Inc.
Regional Municipality of Niagara
Suncor Energy
TSYS Canada
Wormald Masse Keen Lopinski LLP

2011-2012 United Way of South Niagara Funded Program & Services



Welland Parent Child Centre Outreach Program
ADOLESCENTS' FAMILY SUPPORT SERVICES
 OF NIAGARA
 905-735-2566



Meals on Wheels & Wheels to Meals Services
MEALS ON WHEELS PORT COLBORNE INC.
 905-835-1581



Client Assistance Program
 AIDS Niagara
 905-984-8684



Advocacy/Individual Disability Program
NIAGARA CENTRE FOR INDEPENDENT LIVING
 905-684-7111



Go Girl, In School Mentoring & Traditional Mentoring Programs
BIG BROTHERS BIG SISTERS
 OF SOUTH NIAGARA
 905-735-0570



Child Assault Prevention Program & Hospital Response Services
NIAGARA REGION SEXUAL ASSAULT CENTRE,
CARSA INC.
 905-682-7258



Peer Support & Advocacy Program
BRAIN INJURY ASSOCIATION OF NIAGARA
 905-984-5058



Reach Out & Client Services
PORT CARES
 905-834-3629



Children's Respite Program
COMMUNITY LIVING
 PORT COLBORNE/WAINFLEET
 905-835-8941



Steps to Independent Living Program
THE RAFT
 905-984-4365



24 hours Crisis Line Service
DISTRESS CENTRE OF NIAGARA
 905-688-3711 or (905) 734-1212



Therapy Dog Program
ST. JOHN AMBULANCE
 905-685-8964



Core Counselling & Child Advocacy Counsellor Services
FAMILY COUNSELLING CENTRE
 905-937-7731 Ext. 3345



Personal Support Recovery Program
WOMEN'S ADDICTION RECOVERY MEDIATION
 (W.A.R.M.)
 905-871-9195



Resource Development, Emergency Hostel, Housing Help/Stabilization & Hope Pantry Programs
THE HOPE CENTRE
 905-788-0744



Court Support, Volunteer & Public Education Programs
WOMEN'S PLACE OF SOUTH NIAGARA INC.
 905-732-4632 or
 24 Hour Crisis Line 905-788-0113



Resource & Advocacy Support Services
LEARNING DISABILITIES ASSOCIATION
 OF NIAGARA
 905-641-1021

Financial Statements

United Way of South Niagara

Balance Sheet as of December 31, 2010

	<u>2010</u>	<u>2009</u>
ASSETS		
CURRENT ASSETS		
Cash	169,989	241,855
Cash-restricted	7,023	26,797
Short-term investments	315,665	350,963
Accounts receivable	3,185	1,338
Contributions receivable	238,205	206,510
Prepaid expenses	3,109	1,579
	<u>737,176</u>	<u>829,042</u>
LONG TERM INVESTMENTS	14,842	14,379
CAPITAL ASSETS	6,667	8,963
TOTAL	<u>758,685</u>	<u>852,384</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	8,929	10,553
Donor directed designations payable	15,929	16,423
Deferred revenue	501,688	527,945
Deferred revenue-restricted	5,845	27,356
	<u>532,391</u>	<u>582,277</u>
NET ASSETS		
Internally restricted funds		
Stabilization reserve fund	198,758	198,758
Capital asset fund	6,667	8,963
Unappropriated reserve fund	<u>20,869</u>	<u>62,386</u>
	<u>226,294</u>	<u>270,107</u>
TOTAL	<u>758,685</u>	<u>852,384</u>

United Way of South Niagara

Statement of Revenues and Expenses for the year ended December 31, 2010

	<u>2010</u>	<u>2009</u>
Revenue		
Campaign donation pledges and receipt	588,247	711,103
Less: Donations Directed to other United Ways	(66,177)	(59,112)
Add: Donations directed from other United Ways	177,044	231,386
Net Campaign Revenue	699,114	883,377
Less: Loss on uncollected pledges	(38,918)	(42,796)
Net Campaign Revenue	660,196	840,581
Sponsorship income	2,995	2,351
Investment revenue	4,951	9,142
Other revenue	8,331	4,293
Total Revenue	<u>676,473</u>	<u>856,367</u>
Less: Fundraising Expenses	(164,419)	(164,666)
Net Revenue Available for Programs	<u>512,054</u>	<u>691,701</u>
Program Expenses		
Agency allocation	499,134	617,604
Designations to agencies and other charities	21,169	21,818
Allocation of general management & administrative expenses	9,881	7,828
Salaries and benefits	20,371	12,433
United Way membership dues	5,775	6,190
Total program expenses	<u>556,330</u>	<u>665,873</u>
Excess of revenues over expenses for the year	<u>(44,276)</u>	<u>25,828</u>

NOTE: The financial information has been extracted from the 2010 Audited Financial Statement completed by Wormald Masse Keen Lopinski LLP. Complete details of the Auditors Report are available upon request.

2011 Board of Directors:

President

Angela Carter

Acting Past President

Len Stolk

Vice-President

John Wink

Vice-President of Finance

Mike Melinyshyn

Directors:

Piero Bruni

Dolores Fabiano

Sherri Glass

Dave Hawkins

Paul D. Leon

Mary-Lou Ambrose-Little

Richard Madume

Richard Prior

Tim Wright

2011 Campaign Team:

Campaign Chair

Natasha Smagata

Leadership Chair

Paul D. Leon

Community Chair

John Crocco

Dave Hawkins

Rick Tarajos

2011 Allocations Review Committee:

Chairs

Sherri Glass

Sponsorship

Best Western Rose City Hotel
Blake's Men's Wear
Boston Pizza
Casa D'Oro Restaurant
City of Welland
Club Richelieu Welland
Country Corner Market
Durward Jones Barkwell & Co.
Dynasty Limousine
Electric Dreams Video
Enbridge Gas
Giant FM
Jeff Walters—ReMax
Jiffy Lube
Kay's Corner Variety
Konzlemann Estate Winery
Leon, Taylor & Fazari LLP
Niagara Helicopters Limited
Picture Perfect
Ramada Inn Niagara Falls
Roman Grocholsky—Royal Lepage
Seaway Mall
Sobeys Fonthill
Sobeys Welland
Sparrow Lakes Golf Club
Tom Johnson—The Mortgage Centre
Valerie Lane
Welland/Pelham Chamber of Commerce
Ye Olde Squire Pub & Grill



United Way of South Niagara
Serving Pelham, Port Colborne, Wainfleet & Welland
800 Niagara Street
Welland, ON L3C 5Z4
Phone: 905-735-0490 Fax: 905-735-5432
E-mail : office@southniagara.unitedway.ca
Web site: www.unitedwaysouthniagara.ca

Change starts here.

all • potential We everyone kids healthy independence build
give community people improve
partner local us
access united impact
healthy opportunities future improve jobs
possibility engagement you teach healthy
independence jobs local we jobs community
results respect kids we needs
healthy
independence together
local everyone we improve
us change future partner here work people
build help together opportunities local • potential us
here kids give access engagement lasting
volunteer you better help share
kids all act us
improve

Give, Volunteer, Act