

2006/2007 Annual Report



United Way
of London & Middlesex

Real Change

At United Way of London & Middlesex, you'll hear a lot about change. Change is nothing new for us. For a long time we've been about changing lives and changing our community. What's new is how we're talking about United Way in order to spread the message that together we can effect real change in London and Middlesex County – meaningful, positive, lasting change.

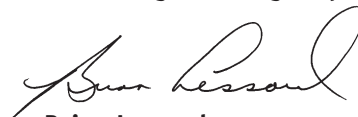
Working from a new communications plan developed with the help of The Lashbrook Group, we have been focusing more effort on communicating the impact of our work in the community. That impact can be seen in a number of new initiatives last year, including co-hosting the Celebrating Cultural Diversity Conference with the City last November and working with the Muslim community to present the Character Building and Leadership Conference this past winter.

Community impact is perhaps best illustrated in the new Family Networks project launched in February 2007. The first of its kind in Ontario, Family Networks is a neighbourhood based support program that works directly with families to provide access to the professional and other community services necessary to keep the family together in a safe and healthy environment. This community response to research commissioned by United Way of London & Middlesex, and conducted by researchers at The University of Western Ontario (Protecting Children is Everybody's Business, 2003) is the perfect example of the community coming together – government, donors, agencies – to make our community stronger, one family at a time.

To be sure, it's the strength and support that already exists in our community that helps get it all done. Last year's Campaign was another record-breaking achievement, raising an estimated \$7.06 million. For the second year in a row, Richard and Beryl Ivey offered a \$100,000 challenge to the London and Middlesex community, resulting in over \$310,000 in new dollars. These successes allowed us to welcome the Women's Rural Resource Centre in Strathroy as our newest member agency and to increase community funding almost 13% overall, providing over \$650,000 in new investments in key priority areas such as children, youth and neighbourhoods.

There is a real sense of excitement as we charge ahead into the coming year. And it comes from knowing that we are truly making a difference. Volunteers, donors, supporters – together we are working as a community for the community. Together we can do so much more than we can alone.

We are creating real change in people's lives. Without you, there would be no way.



Brian Lessard
Chair, Board of Directors



Helen Connell
Executive Director

COVER STORY:

I'm Dustin

For 10 years, I was on my own and had no place to really call home. At the **Youth**

Action Centre at Youth Opportunities

Unlimited, a program funded by United Way,

I learned valuable skills to help me make it through everyday life. Now I have hope.

And best of all, I have a plan for the future.

Real Change

You may have noticed that United Way is changing.

In addition to being a successful fundraiser, **United Way is a leader** in understanding the root causes of social issues that face our community and **a partner** in bringing together the people and resources to find lasting solutions.

We are **focusing on prevention**, not just responding to crisis. And by **inspiring people** like you to come together we create a collective power that can make a real difference.

United Way is creating real change in people's lives – meaningful, positive, lasting change. Not just for today, but for the long term. And that means a better community for us all.

With your help, we can build a stronger community by:

- Strengthening **families** who are struggling with poverty, violence and/or mental health issues.
- Preparing **children and youth** for future success.
- Building the capacity of **neighbourhoods and local communities, including Middlesex County communities.**
- Enabling **Aboriginal people and newcomers** to be successful participants in community life.
- Helping seniors maintain their independence and dignity.
- Promoting wellness and independence for **people with disabilities and health concerns.**

2007/2008 Community Funding

Continued funding through United Way means that these organizations meet set criteria and can apply annually for funding. Each year, agency grants account for the largest portion of funding allocated through United Way. An additional amount of strategic initiatives funding enables new investments in priority areas.

	2007/2008	2006/2007
Across Languages*	\$32,000	\$32,000
Big Brothers*	172,300	162,400
Big Sisters*	211,951	201,858
Boys' & Girls' Club	421,000	376,000
Canadian Hearing Society*	75,900	69,000
Canadian Mental Health Association	127,703	124,587
CNIB*	210,670	204,533
Changing Ways*	170,000	137,813
Community Living London	117,051	113,642
Crouch Resource Centre	109,480	89,480
Epilepsy Support Centre*	100,000	87,000
Family Service Thames Valley*	401,626	382,500
Girl Guides*	0****	45,000
Glen Cairn Community Resource Centre	159,000	150,000
Horton Street Seniors Centre	70,650	55,650
Hospice of London*	126,500	118,750
John Howard Society*	318,654	311,823
Learning Disabilities Association*	109,000	109,000
London Coffee House Program	128,600	84,600
London & District Distress Centre*	134,493	129,320
London Intercommunity Health Centre	78,655	58,086
London Interfaith Counselling Centre*	85,325	73,100
London Occupational Safety & Health*	90,866	80,866
London Unemployment Help Centre*	\$153,855	\$119,723

	2007/2008	2006/2007
London Y*	220,000	185,000
LUSO Community Services	120,796	110,300
Meals on Wheels	79,000	59,000
Mutual Aid Program for Parents*	198,990	140,706
N'Amerind Friendship Centre	61,223	61,223
Next Wave Strathroy Youth Centre*	124,000	88,300
Ontario March of Dimes*	94,785	94,785
SARI Therapeutic Riding*	35,500	30,000
Scouts Canada*	42,500	42,500
Sexual Assault Centre*	60,855	50,855
South London Neighbourhood Resource Centre	104,794	83,337
Stevenson Children's Camp*	93,730	82,500
Women's Rural Resource Centre Strathroy & Area**	58,013	***
Youth Action Centre	66,500	57,000
Strategic Initiatives Funding	160,035	67,629
TOTAL to member agencies	5,126,000	4,469,866
TOTAL to United Way Community Services & Special Programs	1,627,048	1,164,791
TOTAL COMMUNITY INVESTMENT	\$6,753,048	\$5,634,657

* Denotes agencies that are either located in Middlesex County or provide direct service to the county.

** New Member Agency Service Designation (United Way is pleased to welcome the Women's Rural Resource Centre in Strathroy as a United Way Member Agency.

*** In 2006/07, the centre received \$55,250 in funding from United Way through the Strategic Initiatives Funding.

**** Due to restructuring, Girl Guides withdrew their 2007/2008 request.

2006/2007 Board of Directors

Brian Lessard

Chair, Board of Directors
Chair, Board Process Committee
Investment Executive
Scotia Private Client Group

Keith Gibbons

Vice Chair, Board of Directors
President & CEO
McCormick Canada

Linda Callaghan

Chair, Community Services Committee
Administrator
The Walter J. Blackburn Foundation

Tim Carrie

CAW Local 27

Paul Chang

Chair, Resource Development Committee

Helen Connell

Executive Director
United Way of London & Middlesex

Ted Garrard

Vice President (External)
The University of Western Ontario

Sameer Hassan

President
ZTR Control Systems

JoAnn Lovell-Kristoferson

Compliance Verification Officer
Canada Border Services Agency
PSAC

Don MacDonald

Secretary/Treasurer, Board of Directors
Chair, Finance Committee
Partner
KPMG

Martha Nelson

Consultant

Phyllis Retty

Country Leader, Human Resources
3M Canada Company

Mike Ropp

Training & Apprenticeship Coordinator
Labourers' Union Local 1059

Nawaz Tahir

Associate Lawyer
Lerners LLP

Sandy Whittall

Integrated Vice President, Mental Health Programs
St. Joseph's Health Care, London/
London Health Sciences Centre

Joe Wilson

Secondary School Teacher, Retired
OSSTF

EX OFFICIOS**Ian Hardgrove**

Chair, 2006 Campaign
President & General Manager
3M Canada Company

Michael Herbert

Chair, Planning & Allocations Committee
TD Canada Trust

Shelly Wang

Youth Intern

2006 Campaign Cabinet

The dynamic 2006 Campaign Cabinet Team led London and Middlesex County donors to raise \$7.06 million for our community.

Ian Hardgrove, Chair

President & General Manager
3M Canada

**Stan Szydlowski, Vice Chair
Labour**

Financial Secretary
CAW Local 1520

Bob Adams

Director of Operations
Service Canada

Lori Atkinson

Executive Director,
Global Operations
TeleTech

Diane Beattie

Chief Information Officer,
Integrated Vice President
St. Joseph's Health Care, London/
London Health Sciences Centre

John Black

Recording Secretary,
Worker Advocate
CAW Local 27

Gary Blazak

Director of Alumni Relations
The University of Western Ontario

Mickey Campbell

Sales Manager, RBC Investments,
Financial Planning
RBC Royal Bank Financial Group

Helen Connell

Executive Director
United Way of London & Middlesex

Michael Crowley

Vice President, Business
Development
Robarts Research Institute

Jo Deslippe

Director, Resource Development
United Way of London & Middlesex

Karen Dalton

Superintendent
Thames Valley District School Board

Corrie Gicante

Superintendent of Education
London District Catholic School Board

David Gurnham

Assurance and Advisory Partner
Deloitte

Romeo Jackson

PSAC/Compliance Verification
& Services
Canada Border Services Agency
Revenue Canada

Vijai Lakshmikanthan

Vice President, Operations
Starlim North America Corporation

Nancy Maltby-Webster

Chief Operating Officer
Middlesex Hospital Alliance/
Strathroy Middlesex
General Hospital

Pat McNally

Director, Water, Environment
& Customer Relations
City of London

Tammy Gibbons

Customer Service Representative
Ontario Rental Housing Tribunal

Lorraine Moore

District Vice President,
Ontario Southwest Region
TD Canada Trust

Larry Myny

Vice President &
Investment Advisor
CIBC Wood Gundy

Joseph Rapai

Director of Education
London District Catholic
School Board

James Shortt

Area Manager, Office of the
Public Guardian & Trustee
Ministry of the Attorney General

Cathy Urquhart

Executive Director
Big Sisters of London

Christopher White

Partner, Labour & Employment Group
Siskinds, The Law Firm

Ken Yamashita

Manager, Corporate Affairs
General Dynamics Land System
- Canada

Sharon Young-Kipp

Department Head, Physical
& Health Education
London Central Secondary School

Thank you to our volunteers

2006/2007 Planning & Allocations Committee

This diverse Allocations team, along with 35 additional specially trained volunteers, spent more than 1,600 hours studying community priorities, reviewing agency requests, and meeting with agency staff and volunteers to determine how to invest Campaign donations for the greatest impact.

Michael Herbert, Chair
TD Canada Trust

Gary West, Vice Chair
RBC Financial Group (retired)

Stephen Annand
The University of Western Ontario (student)

Joyce Garnett
The University of Western Ontario

Jeff Hodgins
Union Gas

Shelina Kassam
Consultant

Teresa McRae
Sisters of St. Joseph (retired)

Bill Pigram
Quad County Support Services

Carol Stevenson
Canada Post Corporation

Mike Wojtak
Canada Revenue Agency

Waltraud Knott
Ministry of Community, Family
and Children's Services CPRI/
OPSEU Local 112

Real Change

With the right skills, children can reach their full potential and have bright futures. Thanks to contributions to United Way, more than 3,000 children will develop literacy and social skills through London Y's Community Schools Program, which reaches out to low-income and immigrant families with activities before, during and after school.

Thank you to our volunteers

2006/2007 Volunteer Leadership Development Program – Presenters

Strong volunteers mean a strong network of community services. United Way's Volunteer Leadership Development Program offers a series of workshops on governance and management of non-profit organizations. Since December 2000, more than 2,240 volunteers and non-profit staff from 575 organizations have participated in Volunteer Leadership Development workshops, including 266 registrations for the 2006-2007 year.

Ellen Balmain
United Way of Perth County

Melissa Currie
Efficiency Plus

John Craven
The Craven Group

Nathan Garber
Nathan Garber & Associates

Janine Higgins
Mediator, Facilitator, Trainer

Lorna Heidenheim
Ontario Healthy Communities Coalition

Dale Howatt
Solutions Consulting Group

Hallie McClelland
The University of Western Ontario

Robert Parker
Robert Parker & Associates

Lisa Plancke
London Potters' Guild

Graeme Sperryn
Siskinds, The Law Firm

Even in a small town, growing up can be tough with little to do and no way to get around. United Way contributions have opened a new youth centre in Strathroy where youth have access to help with personal issues, skill development, education and employment all in one location.

Thank you to our volunteers

2006/2007 Young Leaders of Tomorrow Program

The Young Leaders of Tomorrow and Youth in Action Programs, sponsored by London Life, prepare our youth to be caring, knowledgeable community leaders of the future. In total, more than 150 young volunteers participated in these programs last year.

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Trainers

Yumna Al-Adeimi, MSW Intern,
United Way of London & Middlesex

William R. Avison, The University
of Western Ontario

Janet Christensen, Dynamic
Awareness Inc.

Greg Clark, Siskinds, The Law Firm

Robert Collins, The Career Centre,
Goodwill Industries

Sarah Drake, HBA 2007, Richard
Ivey School of Business

Kerry Hendricks, Business
Development Consultants

Vielka Lay, Youth Opportunities
Unlimited

Meni Mantzavrakos,
The Strength Coaches

Robert Parker, Robert A. Parker
& Associates

Graduates

Nubia Alas

Zaid Ali

Juliet Ariba

Sarah Drake

Xinhui Ji

Ivana Loncarevic

Diana Jimena López

Kim Newman

Scott Odolph

Scotty Quintyn

Silpa Valluri

Sujeetha Velupillai

Shelly Wang

Jenna R. Weaver

Jordan Winter

Samantha Young

Thank you to our volunteers

Thank you to the organizations that hosted these talented interns:

Big Brothers of London
Centre for Research and Education on
Violence Against Women and Children
Changing Ways
Community Living London
Epilepsy Support Centre

Kids for Kids/Art for AIDS
Pillar Nonprofit Network
London & District Distress Centre
London Intercommunity Health Centre
London Interfaith Counselling Centre

LUSO Community Services
Neighbourhood Legal Services
South London Neighbourhood
Resource Centre
St. Leonard's Society of London
United Way of London & Middlesex

Youth in Action Advisory Committee

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STRONGER COMMUNITIES TOGETHER™

"I must admit, I started off volunteering in grade nine because I had to have forty hours to graduate from high school. By the time I graduated I had more hours than anyone in my graduating class. There was just something about volunteering that was so rewarding. Also, I liked knowing that I was making a difference in my community, not just complaining about how it could be better.

Through volunteering I have discovered more about my community and the world than I thought I'd ever be interested in, and now I never want to go back to not knowing.

Volunteering and working in the non-profit sector has now become my life goal and if it wasn't for volunteering I would have never known about the different opportunities I had."

–Youth in Action Participant

Stephen Annand, Chair
Ayed Al Sabawi
Juliet Ariba
Susan Cake

Arielle Goldschlager
Justin Goodhand
Christie Nash
Lisa Schmuck

Rachel Weldon
Alexis Zerebecki
Yiyun (Flora) Zhao

Auditors' Report on Summarized Statements

The accompanying statement of revenue and expenses is derived from the complete financial statements of United Way of London & Middlesex as of March 31, 2007, and for the year ended, on which we expressed an opinion without reservation in our report dated May 23, 2007. The fair summarization of the complete financial statements is the responsibility of management. Our responsibility, in accordance with the applicable Assurance Guideline of the Canadian Institute of Chartered Accountants, is to report on the summarized financial statements.

In our opinion, the accompanying financial statement fairly summarizes, in all material respects, the related complete financial statements in accordance with the criteria described in the Guideline above.

The summarized financial statement does not contain all the disclosures required by Canadian generally accepted accounting principles. Readers are cautioned that this statement may not be appropriate for their purposes. For more information on the entity's financial position, results of operations and cash flows, reference should be made to the related complete financial statements.

PricewaterhouseCoopers LLP

**Chartered Accountants
Licensed Public Accountants**

United Way of London & Middlesex Statement of Operating Fund Revenue and Expenses

For the year ended March 31, 2007

	Year ended March 31, 2007				March 31, 2006
	Annual Campaign	Other Campaigns	Funded Projects	Total	Total
Revenue					
Net donations and grants	\$6,830,332	\$275,275	\$269,217	\$7,374,824	\$6,314,221
Promotional events (net)	37,006	-	-	37,006	-1,321
Investment income	139,722	-	-	139,722	102,440
Other income	38,152	-	-	38,152	19,599
Gross revenue	7,045,212	275,275	269,217	7,589,704	6,434,939
Community Investments					
Community fund	4,402,237	-	-	4,402,237	3,955,668
Donor directed funds	477,525	-	-	477,525	350,625
Strategic investments	67,629	-	257,111	324,740	391,815
United Way community services	430,155	-	-	430,155	378,913
Total investment	5,377,546	-	257,111	5,634,657	5,077,021
Revenue in excess of community investment	1,667,666	275,275	12,106	1,955,047	1,357,918
Less:					
Fundraising expenses				844,702	812,928
United Way of Canada				49,677	53,532
Administration				217,267	228,398
Amortization expense				47,846	42,834
				1,159,492	1,137,692
Operating surplus				795,555	220,226

For a copy of the complete financial statements for the year ending March 31, 2007, please call United Way at 438-1721.

Without you, there would be no way.



United Way
of London & Middlesex

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