2009 Annual Report

United Way serving Saint John, Kings and Charlotte

1959 2009

50th Anniversary

Through the years, United *all the* Way.

United Way of Greater Saint John Inc
MISSION STATEMENT

To provide responsible Leadership by identifying and addressing the needs of the community in order to effectively unite people, volunteers and service providers and to build a stronger, self-sufficient community.

2009 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

President	**Chuck Hickey**, Retired (I.A.F.F. Local 771—Firefighters)
1st Vice-President	**Jamie Gallagher,** Xerox Corp
2nd Vice-President	**Bob Crowley**, Ernst & Young
Treasurer	**Harold C. Kingston**, CMA, Bell Aliant
Labour Chair	**Colleen Fennell**, Bell Aliant
Community Investment Chair	**Mary Anne Hogan**, St Joseph's Urgent Care Centre
Past President	**Jim MacMullin**, Acadia Broadcasting Limited

BOARD MEMBERS

Maureen Bernard
Classic Construction
Lionel D. Bordage
Retired
Sandy MacDonald
Lisa Martin
Bell Aliant
Brian Duplessis
ILA Local 273

Billy Gagnon *
Robin Harvey
Irving Oil Ltd.
Anne Hickey
Service Canada
Peter Graham
Royal Bank
Paul Zed

Danny Jardine
David Scott *
MatchPoint Franchise
Consulting Network
Susan Steeves
Wyndham Worldwide
Stefanie Richard

***Until November 2009**

STAFF

Elizabeth Jadoo
Executive Director

Ron Oldfield
Labour Staff

Sheila Comeau
Accounting Manager

Gina Hawker
Support Staff

PRESIDENT'S REPORT

Chuck Hickey

It has been an honour for me to serve in our 50th year as the President of the United Way, serving Charlotte, St. John and Kings Counties. Over our past campaign we have made a lot of new connections and reconnected with some of our past. This is very evident in the amount of dollars raised for our community.

The United Way is a great asset to our community. The citizens and local businesses of our community recognize what a great asset the United Way is and in a time of recession dug deep and donated over 1.3 million dollars. Way to Go!

I want to congratulate Ron Marcolin and the 50th anniversary campaign team for a job well done and a big thank you to Deloitte for their understanding the need in our community and allowing Ron the time to lead the team.

I want to thank our staff; Elizabeth, Sheila, Ron and Gina for their hard work and dedication to our community.

There are many more people to thank, Andrew Oland for stepping into his grandfather PW Oland's (a founding member of United Way) shoes and agreeing to get involved as Honourary Chair. Andrew opened many doors for our Campaign team. Stephen Fitzpatrick came to the United Way on loan from Service Canada and worked tirelessly for our campaign team. The Saint John Fire Fighters led by Fred Ramsay increased the firefighters campaign from $15,000.00 to close to $50,000.00.

In closing, I would like to thank the agencies for the valued work they do, the United Way volunteers, the board of directors, the community, business and labour and a big thank you to you, our donors.

SECRETARY-TREASURER'S REPORT

Harold Kingston, CMA

Firstly, congratulations to our agencies, our campaign team and the community on an outstanding achievement in raising **$1,317,765** in gross campaign revenue.

This year's total Allocations and Programs was $1,057,680 which represents a reinvestment to the community of **80%** on every donated dollar. That total includes grants, donor choice, United Way member agencies allocations and community programs (including labour services delivered by our Labour staff).

A decrease in *Donor Choice* (agencies not under the United Way umbrella) and *uncollectible pledges,* as well as a general *higher return on investment income* is subsequently reflected in the total distributed this year. Results of this years' campaign went against the economic trend with positive results. The campaign team will continue to press ahead to grow the annual campaign, understanding the need for support particularly during these challenging times.

The General Management and Administration Expenses continue to decrease and be managed and controlled, for the most effective return on investment.

I take this opportunity to thank the staff of the United Way for their hard work, support and true commitment to our community, and look forward with confidence to continued progress in expanding support to the Kings, Charlotte and Saint John County areas we serve.

The 2009-2010 audited financial statements have been approved by the Board of Directors, and are available for your review.

COMMUNITY INVESTMENT CHAIR'S REPORT

Mary Anne Hogan

I would like to congratulate Ron Marcolin and his team on exceeding the campaign goal for 2009-2010. Job well done!

I would also like to acknowledge and thank Bell Aliant for partnering with United Way in providing formal space and assistance to conduct out Annual Agency
Day.

A big thank you to the eight panel reviewers for their giving of time and expertise in participating on the Community Investment Panel. Their contributions ensured the Agency Day and allocation process was completed efficiently with all details taken into account. With this, the allocation process will continue to improve as the needs and requirements change.

With the campaign goal being exceeded, this year's allocation to the 24 agencies totals $884, 860. The United Way member agencies received 2.5 to 10 % increase over last years allocations which will ensure the agencies continue to serve the greater Saint John community.

With my greatest appreciation, I would like to thank the agencies' participants and the United Way staff who were very supportive and also members of the Board of Directors of United Way. Working together we can ensure a greater awareness of the United Way, the member agencies and the services they provide to the Greater Saint John area.

CAMPAIGN CHAIR'S REPORT

Ron Marcolin

There is no other way to begin this message than to say WOW! What an amazing campaign we had, in this, our 50th anniversary of serving the greater Saint John community. As the Campaign Chair, it has been my pleasure and privilege to be a part of such an incredible journey.

Our 50th year has brought many rewarding moments and although I will be challenged to mention them all I would like to highlight a few.

Our Kick-Off Luncheon was an energizing and exciting way to begin the campaign. It was one of the most attended kick off's in recent memory with over 900 people joining us. We certainly worked up a big appetite as we paraded down King Street to raise the United Way Flag.

We developed a number of new partnerships this year. The Saint John and District Firefighters stepped up to the plate by hosting a number of pancake breakfasts and significantly increasing their year over year contributions.

As an important part of our community fabric, The Saint John Sea Dogs partnered with us to raise awareness about the important events that the United Way hosted and held throughout the year.

We were also very fortunate to have the support of Andrew Oland as our Honorary Chair. The Oland family are long standing supporters of the United Way in Saint John. Andrew is carrying on the tradition his Grandfather began as one of the Saint John United Way Founders 50 years ago.

Our creative team hosted a number of events not the least of which involved a certain group of brave folks dressed as rodents scampering through uptown Saint John. The wild and wacky Rat Race was loads of fun and the event raised money and awareness for the United Way Campaign.

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CAMPAIGN CHAIR'S REPORT

Ron Marcolin

I would be amiss if I didn't add a number of thank you's. A very heart felt thanks to the Firefighters who so generously gave of their time, to the United Way Campaign Cabinet, Executive and Board and to Paul Zed who graciously hosted this year's Leaders Reception. Thank you to Stephen Fitzpatrick, our resourceful Loaned Representative from the Federal Government. Also, a very special thank you to Chuck Hickey. You are an energetic individual and a true pleasure to partner with. And last, although never least, the United Way Team. Gina, Sheila, Elizabeth and Ron, you are an amazing group of people. You went above and beyond time and time again to make this campaign successful and we are so very lucky that you will be there to continue the amazing efforts of 2009.

The 2009 – 2010 Campaign may be finished but the great work that is accomplished every year by the United Way is far from over. Our final contributions of over $1,317,000 were an amazing 7% over our goal of $1,225,000. The people of Saint John and the surrounding area really stepped up. Your generosity and the tremendous work of the many team members will pay dividends in the months and years to come.

2009 CAMPAIGN TEAM

Campaign Chair	Ron Marcolin
Major Firms	Bob Crowley
	Jonathan Lenton
Business & Industry	Mary Jane McGraw
Commerce & Finance	Stephen Fitzpatrick
Public – Federal	
Public – Provincial	Lesley MacLeod
Public – Health, AHSC	Liane Jordan
Public – Not for Profit	Chuck Hickey
Public – City of Saint John	
Education	
Professionals	Barbara East
Professionals – Dentists	Pat Bonner
	Jerry A. Wowchuk
Professionals – Doctors	Michael Simon
Professionals – Lawyers	Barbara East
Technology & Support	Kristine McNamee
	Jill MacKay
Leaders	Chris Titus
	Paul Zed

Special thanks to Dr. Michael Simon, Dr. Pat Bonner, and Dr. Jerry Wowchuk for their support in the Doctors' and Dentists' Divisions.

United Way of Greater Saint John Inc.
Allocations to Funded Agencies

Year Ended February 28	**2010**	**2009**
The Arthritis Society	—	—
Big Brothers – Big Sisters of Saint John	55,811	54,450
Boys' and Girls' Adventure Camp Inc.	8,712	7,920
The Boys and Girls Club of Saint John, Inc.	42,471	38,610
Canadian Mental Health Association	69,500	67,419
CNIB	35,516	34,650
Centenary Queen Square Day Care Centres	23,441	22,869
Community Meals on Wheels Saint John Inc.	—	—
Family Plus Life Solutions	75,000	72,270
Hestia House Inc.	56,522	55,143
Hospice Greater Saint John Inc.	48,911	47,718
John Howard Society	35,000	33,759
PASAGE Saint John Inc.	37,135	33,759
Read Saint John.	19,058	17,325
Saint John Association for Community Living	20,295	19,800
Saint John Deaf and Hard of Hearing Services	35,000	33,759
Saint John Human Development Council	27,000	24,552
Saint John Volunteer Centre Inc.	52,800	48,213
Saint John YMCA-YWCA	51,401	46,728
Saint John YMCA-YWCA – Community Camps	9,800	8,910
Scouts Canada, Wabanaki Service Area	18,840	17,820
St. John Ambulance	6,000	5,445
South End Day Care Centre	29,512	26,829
Victorian Order of Nurses	35,922	35,046
Worker Appeal Services	73,468	71,676
Total allocations to funded agencies	$867,114	$824,670

United Way of Greater Saint John Inc.

Financial Position

	As At February 28, 2010			As At February 28, 2009		
	General Fund	Investment Fund	Total	General Fund	Investment Fund	Total
Assets						
Cash and term deposits	$296,960	$409,237	$706,197	$294,086	$276,156	$570,242
Cash held for others	—	—	—	41,850	—	41,850
Pledges receivable	731,413	—	731,413	696,014	—	696,014
Interfund balances	168,073	(168,073)	—	34,058	(34,058)	—
Other receivables	22,790	1,155	23,945	16,008	221	16,229
Prepaid expenses	3,799	—	3,799	3,791	—	3,791
Equipment and furnishings	14,431	—	14,431	19,122	—	19,122
	$1,237,466	$242,319	$1,479,785	$1,104,929	$242,319	$1,347,248
Liabilities						
Payables and accruals	$27,302	—	27,302	21,765	—	21,765
Allocations and grants	918,559	—	918,559	884,113	—	884,113
United Way of Canada	9,746	—	9,746	9,297	—	9,297
Other	—	—	—	41,850	—	41,850
	955,607	—	955,607	957,025	—	957,025
Fund Balances						
Restricted						
Agency stabilization	74,865	—	74,865	47,903	—	47,903
Administrative Services	100,000	—	100,000	100,000	—	100,000
Special Projects	106,993	—	106,993	—	—	—
Investment	—	242,319	242,319	—	242,319	242,319
	281,858	242,319	524,177	147,903	242,319	390,222
Unrestricted	1	—	1	1	—	1
	281,859	242,319	524,178	147,904	242,319	390,223
	$1,237,466	$242,319	$1,479,785	$1,104,929	$242,319	$1,347,248

United Way of Greater Saint John Inc.
Operations

	Year Ended February 28, 2010			Year Ended February 28, 2009		
	General Fund	Investment Fund	Total	General Fund	Investment Fund	Total
Revenue						
Pledges and collections	$726,392	—	726,392	$677,621		$677,621
Payroll deductions	530,439	—	530,439	518,237		518,237
Other	60,934	—	60,934	43,807		43,807
Special events	1,317,765	—	1,317,765	1,239,665	—	1,239,665
Uncollectible pledges	18,125	—	18,125	46,770	—	46,770
Net campaign revenue	1,299,640	—	1,299,640	1,192,895	—	1,192,895
Investment income	15,031	9,015	24,046	14,926	6,466	21,392
Total Revenue	1,314,671	9,015	1,323,686	1,207,821	6,466	1,214,287
Expenses						
Fundraising (Schedule 2)	256,790		256,790	241,373	—	241,373
Community service (Schedule 3)	1,039,934		1,039,934	1,005,466	—	1,005,466
	1,296,724	—	1,296,724	1,246,839	—	1,246,839
Net revenue (expense)	$17,947	$9,015	$26,962	$(39,018)	$6,466	($32,552)

United Way of Greater Saint John Inc.

Changes in Fund Balances

	Year Ended February 28, 2010					
	General Fund					
	Agency Stabilization	Administrative Services	Special Projects	Unrestricted	Investment Fund	Total
Beginning of the year	$47,903	100,000	—	$1	$242,319	$390,223
Net revenue (expense)	—	—	106,993	17,947	9,015	133,955
Interfund transfers	29,962	—	—	(17,947)	(9,015)	—
End of the year	$74,865	$100,000	$106,993	$1	$242,319	$524,178

	Year Ended February 28, 2009					
	General Fund					
	Agency Stabilization	Administrative Services	Special Projects	Unrestricted	Investment Fund	Total
Beginning of the year	$52,817	$100,000	—	$1	$269,957	$422,775
Net revenue (expense)	—	—	—	(39,018)	6,466	(32,552)
Interfund transfers	(4,914)	—	—	39,018	(34,014)	—
End of the year	$47,903	$100,000	—	$1	$242,319	$390,223

United Way of Greater Saint John Inc.
Community Service Expenses

Year Ended February 28	**2010**	**2009**
Funded agencies (Schedule 4)	$867,114	$824,670
Designations by donors to organizations not part of the united way	20,009	34,971
Grants to non-member agencies	27,650	24,775
Program expenses		
United Way of Canada dues	9,746	9,297
Other	4,485	2,561
	929,005	896,274
Reallocation of general management and administration expenses (Schedule 1)	110,929	109,192
Total community service expenses	$1,039,934	$1,005,466

Thank you for supporting the United Way!

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