

2007 Annual Report



Building a stronger
community together

United Way
serving Kingston, Frontenac
Lennox and Addington

The United Way movement was started in Denver, Colorado in 1887 by a Rabbi, a Minister and a Priest, who got together to help miners and families.

United Way has its roots in Canada in 1917.

In Kingston, the United Way was started by a group of local volunteers in 1941.

All United Ways are locally autonomous to the community they serve.



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Board Chair's Report

Nine consecutive record-breaking fundraising campaigns! In 2007 the bar was raised to \$2.71 million! Did I hear you say “Ho hum, what else is new...”?! Did you take it for granted? We certainly don't take it for granted! There is so much more work to be done in the Kingston, Frontenac, Lennox & Addington communities and an ever-increasing funding base is integral to our mission. The impacts of poverty, isolation, homelessness and inadequate housing can never be taken for granted – too many of our neighbours continue to need our support.

Fortunately, the United Way is blessed with a huge roster of dedicated volunteers. Last Fall, Col. “Spike” Hazleton taught us that “Failure is not an option!” as he led our volunteer army of Campaign workers through their fundraising drills and surged right over the top. Like any successful military operation, so much of the work is done prior to the launch and behind the scenes. We have volunteers from all walks of life, from all levels of employment, and from all age groups. Their common bond is not simply to raise money but to raise the quality of life for all members of society and to make this community a compassionate place to call home. Thank you to the whole team who come back year after year, not seeking fame but simply the warm fuzzy feeling that comes with helping our neighbours. We can never thank our volunteers enough, and we do not take them for granted!

The United Way is concerned about so much more than fundraising. Obviously the Campaign is our high-profile activity each Fall, but we see ourselves as having so many other roles in the community. United Way staff and volunteers serve as workshop leaders for the ongoing development of community groups and agencies. We advocate for the special needs of our clients through quiet networking and informal connections. We consult within and outside our community to keep abreast of pressing issues and potential solutions. We provide emergency support funding for sudden needs that require quick responses as well as providing seed money to help kick-start innovative new programs. We serve as advisors and evaluators to help facilitate the introduction of community programs and services. All of these functions are above and beyond the traditional image of the United Way as a community fundraiser in support of our member agencies, and we never take these privileges for granted!

United Way staff and volunteers are committed to collaborative efforts with a variety of local networks as evidenced by programs such as Success By Six and the Homelessness Partnering Strategy. We are dedicated to expanding these types of projects throughout Kingston, Frontenac, Lennox & Addington as we strive to build a stronger community together. And that is something that you CAN take for granted!



Peter Bacon
Chair, United Way Board of Directors



The United Way Mission

“To support and strengthen the organized capacity of our community to care for one another”

To this end:

- We continually raise funds, striving for annual growth to meet vital community needs
- We allocate donor dollars in response to current and changing human care needs
- We strengthen the non-profit sector by providing organizational and other support services to community voluntary organizations

The United Way Vision

A community with a strong social services network where individuals can develop their potential for self-sufficiency and personal wellbeing.

Funding Philosophy

The United Way will consider funding programs and services which meet the intent of our Funding Philosophy. We will allocate funds to support local human care needs through programs and services in the City of Kingston and the Counties of Frontenac, Lennox & Addington.

Recognizing the uniqueness of the communities in the area we serve, your United Way will strategically invest in services that:

- Will enhance the capacity of people to care for both themselves and one another
- Give people the opportunity to have input into decisions which affect them
- Are accountable, inclusive, responsive to the needs of the community and eliminate barriers which prevent people from accessing services
- Are preventive, growth-oriented and directed to strengthening communities and individuals of all ages
- Will help people live with hope, dignity and a sense of belonging



Over **70,000** people – that’s more than **half of us** in our community – receive help from a United Way funded program or service **every year.**

President's Report

In 2007, the community met and exceeded the United Way's fundraising goal by raising over \$2.7 million. This wonderful achievement was due to the dedicated efforts of 1,500 volunteers and the generous support of thousands of donors. The success of this year's campaign and that of previous years' has enabled our United Way to invest in local programs and services, helping people of all ages right here in Kingston, Frontenac and Lennox & Addington.

Thanks to a generous and caring community, the United Way supports a network of agencies, committed to providing residents with quality programs. We address complex social issues through our key priority areas: early development, children and youth at risk, homelessness and affordable housing and the impact of poverty on families and individuals. We also worked with a number of not-for-profit organizations on improving board governance, providing public and custom workshops to strengthen the voluntary sector.

In partnership with the City of Kingston and local agencies, we started work on a collaborative neighbourhood revitalization project, playing a key role in developing resources, research and plans for a Kingston neighbourhood.

Studies were commissioned to provide baseline data about rural homelessness. These reports will form the base for future planning in the counties of Frontenac and Lennox & Addington. In Kingston, work continued with the three levels of government and key organizations to implement the recommendations of our 2006 community plan on homelessness and affordable housing. We facilitated the disbursement of federal funding that followed the completion and assessment of the plan in 2007.

Our first ever Success by 6 Week was launched in May 2007. This week promoted the importance of early development, enabling families with young children to take part in simple, inexpensive activities, building on our theme 'Take the time, make the moments matter.™' We also launched our child-friendly award program, which is designed to encourage workplaces to become child-friendly. The colourful decals can be seen around town including at family-friendly facilities such as the airport, the police station and the newly opened entertainment centre.

It has been an exciting year with amazing accomplishments. None of this would have been possible without the commitment, vision and collective action of our supporters. Thank you to our board of directors, our fabulous fundraising volunteers, our committed and passionate agencies and our very generous and supportive donors. Know that, through your support of the United Way, you have made a difference, that you have changed lives for the better. Thank you!

Bhavana .

Bhavana Varma
President, United Way serving KFL&A

Bhavana .

Treasurer's Report

KFL&A you did it again... you delivered another record breaking United Way campaign in 2007. As your treasurer I am truly proud of this worthy accomplishment. This was achieved through your dedication, hard work and staying committed to the fundamentals of running a strong campaign. You were also able to leverage off new and improved fundraising initiatives which helped take the campaign to new heights. Another area which experienced significant growth and which will help benefit the community well into the future was the Endowment Fund.

Your achievements will enable the United Way to address the ever changing landscape of needs in the community of KFL&A. For this the people in our area are truly grateful. Through the success brought about by your efforts, you have helped to strengthen our community and make it a better place to live.

As Treasurer, I am proud to say, the United Way of KFL&A is in a sound financial position and we have begun a process to address our reserves. Not only have revenues increased, but the staff of the United Way have demonstrated good cost control. We made great progress in our Contingency Reserve and will continue to seek opportunities to strengthen our financial position. Overall, I would summarize 2007 as financially successful.

In closing, I would personally like to thank the United Way staff, volunteers and community for once again helping us to achieve our goals and I look forward to 2008.



Ernie Crowe
Treasurer, United Way Board of Directors



Campaign Chair's Report

The following is an excerpt from Col. Hazleton's speech from the Touchdown Breakfast. Col. Hazleton is currently in Afghanistan.

I would like to thank the people and communities of Kingston, Frontenac, Lennox and Addington for their outstanding support and dedication. Behind our community there has been a group of 1500 volunteers who are the true heroes of this year's campaign. For, without them we would not be where we are today. As we crossed the line of departure in September, I said failure was not an option.

To the United Way cabinet who have been unwavering in their support for this noble cause, my heart goes out to each and every one of you, as I know you all have extremely busy and hectic jobs, lives and families. To our Loaned Reps who have been in the trenches with the small United Way staff, many thanks and a big thanks to the employers who allowed these great people the opportunity to provide much needed assistance and support. A big thanks also to the small and mighty staff who we all know run the campaign like a military operation.

To the media, words cannot describe what it has meant to us all to have you all in our corner. Your support, time, energy and professionalism have as always been a key factor in ensuring a successful campaign. To all of the donors, whether it be an individual who volunteered his or her time, or a student who donated a dollar or two, or the countless individuals and businesses who found it in their hearts to give, I say to you again many thanks.

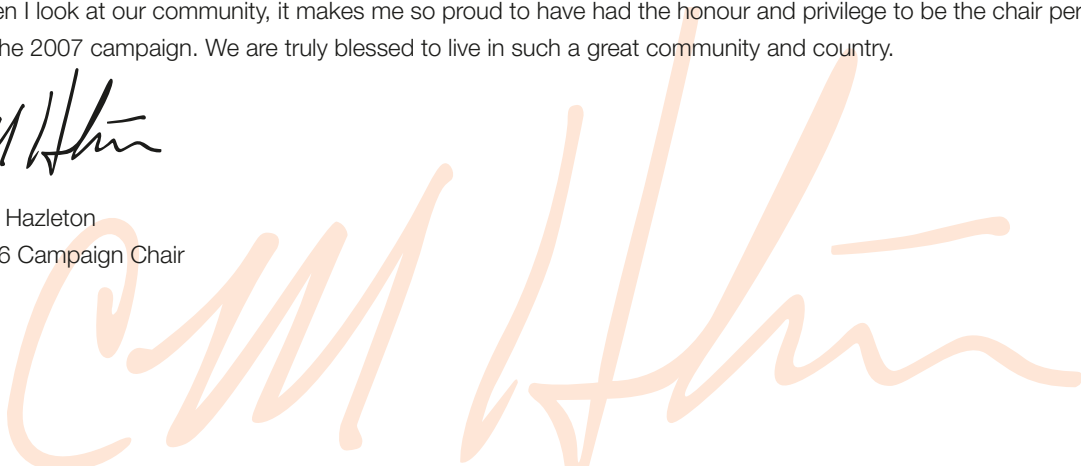
I've said this many times before; the United Way is indeed a very special charity. For it is the United Way which reaches across all of our communities so that it can help all of us. Over 70,000 people in our community were touched in some way by the United Way last year, and I am sure that we will see these numbers again this year.

If I may, I wish to tell you how far reaching the United Way is. When I first visited Afghanistan, I had the opportunity to visit the Canadian base there. On entering the compound the first thing I saw was the United Way thermometer with their goal. When I looked at it, my first thought was where else in the world would something like this take place. There in Afghanistan, our men and women made it a point to give to this outstanding organization.

When I look at our community, it makes me so proud to have had the honour and privilege to be the chair person for the 2007 campaign. We are truly blessed to live in such a great community and country.



Col. Hazleton
2006 Campaign Chair



Labour Report

The Canadian Labour Congress and the United Way movement share a common vision for strong, healthy and prosperous communities. That vision has a long history of encouraging workers and union leaders to get involved in our community through the United Way. Our representatives liaise and work closely with the United Way so that our combined voices, networks and resources can make our vision real. The strong partnership between the Kingston and District Labour Council and our local United Way is an example of this support in our community.

I would like to express appreciation to the past Labour Director, KC Wood from the Canadian Auto Workers Local 1837 for his service on the United Way Board working together collectively to make sure that those needing help in our community get that help is important to both movements.

Labour Day kicked off our labour fundraising campaign, highlighting the relationship between the Labour Council and the United Way. I'd like to thank the United Way President, Bhavana Varma for joining in the parade and participating in the picnic.

Poverty and its symptoms are increasing at an alarming rate and more and more people are dependant upon food banks and shelters for their survival even those with jobs. The 2007 United Way Campaign was successful in exceeding goal and we saw increased participation of union members in their workplaces. The Kingston and District Labour Council hosted a special Labour Appreciation Night with United Way and Canadian Labour Congress speakers recognizing all union locals that supported their workplace campaigns.

A key element in our work together is the Union Counselling Program. It trains union members about community resources and social issues so they can link members in need with available services. It also showcases agencies and programs and enables us to build new, and further enhance the connection with the labour community. This year's program trained participants from both the public and the private sector.

We are partners, joining all those involved in the United Way movement and the over 3 million Canadian Labour Congress members in helping people and in building healthier communities. The tradition of working side by side with the United Way has been a long one and continues today and together we can and do make a difference.

Yours in solidarity,



Peter Boyle
United Steel Workers (USW) Local 343 President
Kingston & District Labour Council Board Member
United Way Board member



United Way Success By 6

From the time of conception to age 6, children go through a crucial period of development. Physical growth, emotional attachments, attitudes, behaviours, language and motor skills all develop during this time. Many factors can influence a child's early years, and the impact can last a lifetime.

United Way's Success By 6 initiative was established to help improve the lives of the youngest residents of Kingston, Frontenac and Lennox & Addington. Its goal is to ensure that they have the nurturing, opportunities and skills they need to grow and be ready to learn. Success by 6 supports organizations that work with young children ages 0 to 6 years, identifying gaps in children's services and providing funds to get them filled.

Success By 6 also works to help make early childhood development a priority in KFL&A.

Last year, Success By 6 initiated a campaign to remind everyone that we all have a role in raising happy healthy children. You may have noticed the ads on television, radio, billboard and busses and in newspapers that picture ideas for some of the simple things children have told us they like to do with adults – swinging, reading, blowing bubbles, building snowmen, doing crafts.

“Take the time, make the moments matter.” is the campaign's slogan.

While parents are a child's first teacher, all family members, caregivers, teachers and friends who interact with children in any way have important roles in providing them with age-appropriate early development. Talking, singing, playing, or just saying hi to a neighbour's toddler can stimulate and influence how they grow and develop.

When it comes to raising children, the African proverb – “It takes a community to raise a child” – is so true. Research indicates that spending positive time with children, even just for short periods, can have long-lasting effects and literally make a lifetime of difference. The aim of Success by 6 is to encourage everyone to share in the responsibility.

Gillian Sadinsky

Gillian Sadinsky

Gillian Sadinsky

Success By 6 Week

Officially proclaimed by the City of Kingston, and the counties of Frontenac and Lennox & Addington, United Way's first 'Success By 6 Week' was held in May 2007.

The week was designed to increase public awareness about the importance of early years development and provide opportunities for families, caregivers, friends and neighbours to spend some extra time "making the moments matter" with the young children in their lives.

This fun-filled week of events and activities, designed with the youngest members of our community in mind, included activities such as story times, restaurant challenges with special menu items for children, swimming, bowling, movies, drop-ins and the launch of the Child-Friendly Business Awards.

Making KFL&A Child-Friendly

The aim of United Way's Success By 6 initiative is to create a child-friendly community where children are welcome participants, their unique qualities are appreciated, and the needs of children and families are accommodated. Becoming child-friendly doesn't have to be expensive or time-consuming. Success By 6 has created a list of no-cost and low-cost suggestions that can be easily adopted to help businesses and organizations become child-friendly.

Child-Friendly Facilities at the K-Rock Centre and Multiplex

Many of these child-friendly tips were implemented into the construction and operations of the Kingston Regional Sports and Entertainment Centre and the Multiplex. Some examples include family washrooms, lower handrails and child portion food servings.

Child-Friendly Corners at Norman Rogers Airport and Kingston Police Headquarters

In 2007, Success By 6 Children's Corners equipped with age appropriate toys, books and simple games were permanently installed in the public waiting areas of the Norman Rogers Airport and Kingston Police Headquarters.

Success By 6 Children's Corners at Community Events

Success By 6 Children's Corners were also set up at many community events throughout the year to ensure there was a special space where young children and their caregivers could play and be together.

Child-Friendly Awards

United Way Success By 6 developed a flexible set of criteria that can apply to virtually any type of business, institution or organization. These businesses earned a "Child-Friendly" seal by taking the time and necessary steps to create a safe and supportive atmosphere for children, offering special programming or services for children, or providing child or family-friendly benefits and flexibility for their employees.

2007 Winners of the Success By 6 Child-Friendly Awards were announced in October 2007

Assurant Solutions
Ban Righ Centre
Chapters
Doffer's Dining Room & Lounge
Kingston Community Health Centres
KFL&A Public Health
K-Town Physiotherapy
McDonalds Restaurants
Queen's Day Care Centre Incorporated
Queen's University
Queen's University International Centre
The Kingston Whig-Standard



United Way Volunteer Recognition Program

Introduced in 2005, the United Way Board of Directors gives these annual awards to recognize some of the outstanding volunteers.

In 2007, these volunteer recognition awards are presented to:

Community Builder Award – Kim Donovan

This prestigious award is presented to an individual for his/her involvement in “building a caring community” in KFL&A. This award is in recognition of his/her demonstrating a superior level of achievement or sustained dedication to the United Way’s Community Building mandate and playing an integral part in initiative(s) that have impacted the community.

Community Leadership Award – Sherri Agnew

This award recognizes a United Way volunteer’s efforts in providing outstanding leadership abilities to a United Way community initiative, working collaboratively with the community on initiatives that benefit KFL&A residents.

Through research and consultation, the United Way has identified the following priority areas:

Early Development

Children & youth at risk

Homelessness & lack of affordable housing

Impact of poverty on families & individuals

Eternity Fund

Continue the tradition of caring...

In addition to the annual campaign the United Way has established a permanent Endowment Fund to provide donors the option to invest in the future. United Way is a vital force in our community, providing support 365 days a year to residents in KFL&A. Whatever challenges face our community, we want our United Way to be able to address the issues, to provide the necessary support, and to work with the community on the root causes of issues.

The Eternity Fund will provide a reliable stream of income well into the future, ensuring that the tradition of caring in our community continues for today's children and tomorrow's residents.

How your gift can help your community and you

Each year, the investment income from the Eternity Fund provides grants to social service agencies and programs in our community, with a focus on new and emerging needs. Because only the income is used to fund these programs, your gift will ensure the United Way can continue to make long-range plans to improve the quality of life in our community. So whether the future brings economic hardship or a local care crisis, the United Way will be there to lend a helping hand.

Esther & Helen Mahood leave a wonderful legacy to the Eternity Fund

Esther and Helen Mahood have left a bequest of over \$250,000 to the Eternity Fund, the United Way's Endowment Fund.

The two sisters grew up in Kingston. Both went to Victoria Public School and Kingston Collegiate. Esther was a graduate of Queen's University. She went on to become a driving force with an industrial diamond company in Toronto for many years. She was an astute business woman, loved baseball, did outstanding petit-point and always kept abreast of Kingston news. When she retired, she returned to the city and lived with her sister until she died in 1996.

Helen was a graduate of the Kingston General Hospital's School of Nursing. She had a hearing disability, but it didn't stop her. She worked for over 25 years as a secretary at CFB Kingston, participated in activities at Chalmers United Church, enjoyed birding and photography and enjoyed keeping up-to-date in issues about Kingston until her death in 2006.

Esther & Helen gave to many Kingston organizations and appreciated the United Way because it also supports many local agencies and activities. Through their generosity to the Eternity Fund, grants will be made in perpetuity to community agencies.

Eternity Fund Donors

Bud Acton
Assurant Solutions
Paul Banfield
Natalie Blades
Peggy Davidson
Empire Life
Mike Deschesne
Ian Fraser
Ruby Garrow
Robert M. James
Katherine & Paul Manley
Patricia McNeill
Mariella Morrin
Novelis Inc.
Hilary Richards
Mary-Alice Thompson
Bhavana Varma
Rakesh Varma
David I. Wanklyn

Bequests

Estate of Charlotte Abbott
Estate of Emma Clench
Estate of
Eleanor Crossman
In Memory of
Matthew Dawe
Estate of Gelindo De Re
In Memory of
Peter Derbyshire
In Memory of Oliver Doyle
In Memory of
Hugheen Ferguson
In Memory of
Vivian Griffiths
In Memory of
Darryl F. MacDermaid
Estate of Esther Mahood
Estate of Helen Mahood
Estate of Mary McLean
Estate of
Katherine Ross Muirhead
Estate of Rose Oliver
Estate of Margaret Reid
In Memory of Ian Ross
Estate of Brendan Savage
In Memory of
Bonnie Thomas



United Way strengthens the voluntary sector through board development, providing Leadership Development Services to not for profit organizations in the area.

**Approximately
1,500 local residents
volunteer every year
for our United Way.**



United Ways are able to keep their expenses low through a concerted community effort.

In addition, it costs less to raise money through the United Way than if each agency were to fundraise on its own.

Community Impact

Research and Planning

The United Way, in its community building role, undertakes research to identify issues and local needs, developing solutions and action plans to address these needs.

Homelessness

The United Way's Community Plan on Homelessness and Affordable Housing has been adopted by the City of Kingston, funders and service providers as the base for community action. A number of initiatives have emerged from this plan, resulting in better coordination and services locally.

In 2007, the United Way looked at the issue of homelessness in rural areas. Two studies were commissioned for the counties of Lennox, Addington, & Frontenac. These will provide the basis for future plans and community action.

The United Way continued to work closely with community partners to implement the recommendations made in its 2006 'Community Plan on Homelessness and Affordable Housing in Kingston'.

Neighbourhood change

In 2007, a study was commissioned by the City of Kingston, Kingston Community Health Centres and the United Way. This study looked at the Rideau Heights neighbourhood in North Kingston, identifying some of the strengths, issues and offering some potential solutions.

The United Way has been working with a committee, identifying collaborative and resource development opportunities for the area.

Based on a phased plan, the Wally Elmer Neighbourhood Centre will be a gathering place for all ages offering recreation, programs, services, and information to all. As part of the initial phase, the Wally Elmer has scheduled programs as well as many drop-in activities. Over the coming months a new accessible gathering space will be created with the involvement of community partners.

The Wally Elmer Neighbourhood Centre is an invitation to engage people in activities and enable them to develop the neighbourhood they know best. It is the start of an exciting neighbourhood revitalization plan.

Community Building

Partnerships

In order to fulfill its mission “to support and strengthen the organized capacity of our community to care for one another,” the United Way makes a special effort “to strengthen the non-profit sector by providing organizational and other support services to community voluntary organizations.”

In 2007, United Way staff and volunteers continued to work on a number of partnerships and initiatives in the community. Some of these are outlined below.

Kingston Funders Network

The United Way joined forces with other funding agencies in the region to help non-profit groups learn how to access available funding. A joint Funders Fair is coordinated annually to help not for profit organizations meet with funding organizations in the area.

Together with the Ontario Trillium Foundation, the City of Kingston, Service Canada, the Community Foundation of Greater Kingston, Ministry of Citizenship and Immigration, Ministry of Culture, the Ministry of Health Promotion – Sports & Recreation Branch, Ministry of Colleges, Training and Universities, Ontario Arts Council and Heritage Canada, we participated in the Kingston Funders Network.

Kingston Partners in Charity

Six high-profile fundraisers came together to create Kingston Partners in Charity, an initiative dedicated to promoting planned giving. In 2007, this informal collaboration was launched.

The partners include the Greater Kingston Community Foundation, the University Hospitals Kingston Foundation, the Limestone Learning Foundation and foundations from Queen’s University and St. Lawrence College. More information is available on the website www.kingstonpartnersincharity.ca.

Queen’s Corporate Social Responsibility Weekend

United Way staff worked closely with Queen’s University School of Business on the third annual Corporate Social Responsibility Weekend at the Queen’s School of Business.

The weekend was designed to give students insight into how they can move beyond the front lines of social service volunteer work and become community leaders. United Way staff led a pair of mini-agency tours which wrapped up with a presentation on issues in the social service sector.

Strengthening the Voluntary Sector

Volunteer Leadership Development Services

Introduced in 2004, the United Way’s Volunteer Leadership Development Services initiative helps non-profit boards of directors navigate through the voluntary sector’s ever-changing landscape. Through assessment, training and follow-up, VLDS matches trained facilitators with non-profit boards in search of expertise. In 2007 there were eight customized workshops and four public workshops organized.

Union Counselling

The United Way, through its Labour Community Services Program, has an active role in educating the public about community resources. The Union Counselling program continues to help co-workers find effective solutions to problems that impact their lives and cannot be resolved through the provisions of a collective agreement. Union counselors are on the front line in the workplace and often are the first contact for co-workers with problems seeking help. The Union Counsellor becomes involved with their union to bring about changes, if needed, in delivery of our social services. In 2007, a total of 5 union members were trained. 6 sessions covered the following topics: Social Services In Our Community, Depression, Communications, Harassment, Conflict Resolution, Early Childhood Development, Alcohol & Drug Dependencies, Credit Counselling, Sexual Assault, Discrimination, Youth Services and the Role of Union Counsellor. This program was developed by the Canadian Labour Congress and it is the Labour Staff Representative that arranges and maintains the delivery of the program jointly managed by the Kingston District Labour Council and the United Way.

Community Engagement

While we are always looking for exciting new ways to share the impact of the United Way in our community, we have found that our message is most effective when we bring individuals face-to-face with the people who benefit from their generosity and allow them to experience the impact of their donations first hand.

In recent years, we have developed three programs to help bring that impact to life. Those programs all grew in popularity in 2006.

Speakers Bureau

Workplace campaigns across the region are inspired by the United Way message each fall with the help of our Speakers Bureau, a pool of agency staff members, volunteers and service users who appear at campaign events and share personal stories of the impact that United Way funding makes on their agencies and on their lives.

Campaign organizers took advantage of our Speakers Bureau in record numbers last year for a total of 163 presentations (up from 148)

Day of Caring

Workplace volunteers got a closer look at the impact of their generosity at the seventh annual United Way of Day of Caring, Friday June 9th.

22 Workplaces sent teams to our member agency offices to take on light construction and maintenance chores and get to know some of the people who make a difference in our community every day.

Seeing Is Believing

One of the most effective means of sharing the United Way message is the Seeing is Believing Tour, in which United Way staff members and seasoned volunteers take a busload of workplace volunteers on a behind-the-scenes tour of some of our member agencies, giving them valuable insight into the difference their donations can make.

Community Fund: Schedule of Disbursements

For the year ended December 31, 2007

Member Agencies	Big Brothers Big Sisters KFL&A Inc.	62,004
	Girls Inc. of Limestone Algonquin & Lakeshore	41,256
	Boys and Girls Club of Greater Kingston	68,997
	Bridge House – Kingston	2,250
	Canadian Hearing Society	58,560
	Canadian Mental Health Association	37,956
	Canadian National Institute for the Blind	90,000
	Elizabeth Fry Society of Kingston	32,250
	Epilepsy Kingston	67,272
	Food Sharing Project	18,753
	Kairos Rehabilitation Program	87,498
	Kingston & District Association for Community Living	2,874
	Kingston Home Base Non-Profit Housing Inc.	45,003
	K3C Community Counselling Centres	88,305
	Kingston Interval House	35,004
	Kingston Youth Shelter	62,952
	Kingston Literacy	31,197
	Learning Disabilities Association of Kingston	44,616
	Lennox & Addington Interval House	36,504
	Northern Frontenac Community Services Corporation	45,846
	Ontario March of Dimes	27,528
	Ryandale Shelter for the Homeless	39,000
	Sexual Assault Centre Kingston Inc.	25,404
	St. John Ambulance Association	3,000
St. Vincent de Paul Society of Kingston	43,749	
Volunteer & Information Kingston	54,612	
Youth Diversion Program	32,502	
Demo Grants	H'art School of Smiles Inc.	7,497
	Katarokwi Native Friendship Centre	9,996
	Kingston Military Family Resource Centre	7,497
	Outreach St. George's Kingston	3,753
	Pathways for Children & Youth	2,499
Total Member Agencies & Demonstration Grants:		1,216,134

In addition to the Community Care Network, funding was provided to a number of programs and services through designations, grants and programs

List of Grants

Success By 6- Shaping the Future Grants

These grants support preventative programs for issues faced by children 0-6, their parents and caregivers

Better Beginnings
Bridge House
Child Centre: Ontario Early Years Centre (KFL&A)
Frontenac Children's Aid Society
Kingston Literacy
L&A Resources for Children
Limestone Advisory for Child Care
Pathways for Children and Youth
Pre School Kindergarten Program Development
Instrument – Community Living

Success By 6 – Tim Hortons Smile Cookie Fund

Tim Hortons Kingston locations and the United Way's Success By 6 initiative invest funds raised through Smile Cookies in programs for children 0-6 years.

Active World Children's Centre
Kingston Literacy
Child Centre: Northern Frontenac Community Services
Pathways for Children and Youth
Pre School Kindergarten Program Development
Instrument – Community Living

Success By 6 – One-time Grants

KFL&A Public Health

One-time Grants – 3 funding streams

United Way also awards a number of one-time grants throughout the year. These grants are provided through 3 funding streams; One-Time Impact Grants, Collaborative Grants and Priority Needs Grants. These funding streams include opportunities for United Way member and non-member agency applicants, and encourage agencies to be innovative and entrepreneurial in their response to social needs.

One-time Impact Grants

Impact Grants are made from the United Way Endowment Fund interest to non-member agencies. Grants are given to agencies for the purpose of funding local projects, programs and services.

Bayridge Public School – Limestone Learning Foundation
Frontenac Children's Aid Society
Hospice Lennox & Addington
Independent Living Kingston
Kingston Community Health Centres
Navy League of Canada: L&A & Napanee Branch
Pladec Day Care Centre
Salvation Army Rideau Heights Community and Family Services
Seniors Association of Kingston Region

One-Time Priority Needs Grants

These grants are for member and non-member agencies that have defined a need within identified United Way Priority Needs. These include: Children & Youth at Risk, Impact of Poverty and Isolation, Homelessness and Inadequate Housing. This area also includes Seasonal Needs to assist agencies in averting gaps in the provision of services such as summer food or winter warmth programs or shelter needs.

Central Frontenac: Winter Warmth
Community Response to Neighbourhood Concerns
Kingston Community Health Centres: Street Health
Kingston Community Health Centres: Winter Warmth
Kingston Family YMCA
Northern Frontenac Community Services
Salvation Army: Napanee
Salvation Army Rideau Heights
Winter Warmth Program

Collaborative Grants

Collaborative Grants are for member and non-member agencies for unique, collaborative solutions to local issues, and for emergency or bridge funding.

United Way serving
KFL&A funds
critical programs
and services in **30
member agencies
and 50 community
organizations** that
helped over **70,000
people** in 2007.



Leaders of the Way

Philanthropists (\$25,000+)

A. Britton Smith

Patron (\$10,000 – \$24,999)

Elaine & Michael Davies

Rene Doornekamp

John & Diana Weatherall

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Kim & Marisa Donovan

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Dr. Maureen Briscoe

Dr. Elizabeth Brown

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Bernard Burkom

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Margaret Matthews

Dr. Paul Dungey

Cathy Dunne

Dr. Martin H. Edwards

Mr. Albert P. Fell

W. Craig Ferguson

Ian M. Fraser &

Janine M. Schweitzer

Marsha &

Russell (Bud) Gormley

Mary Graham

Joseph Greenwood

Carl & Elizabeth Hamacher

Sheila & Peter Kingston

Phil & Merle Koven

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Donna & Hugh Segal

Edith Smith

Peter & Frances Splinter

Brett Stickle

Peter & Anne Trousdale

Rakesh & Bhavana Varma

John & Kim Wright

Margaret Zakos

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Family Gifts (over \$2,500)

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Rosen, Harvey & Sharon

Rosen, Phil & Merle Koven,

Wayne & Merrill Rosen

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(\$1,000 – \$1,999)

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Mark & Tracy Airhart

Gavin Anderson

Len Anderson

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Cheryl Clarke

Kate Cooke

Wm. E.N. Corbett

Patrick Costigan

Richard & Jacquie Costron

Gord Crothers

Ernie Crowe

Dr. Elsie G. Culham

Rob & Denise Cumming

Bob & Linda Dalrymple

Himansu Desai & Ruth Mott

Dawn Downey &

Deborah Hudson

Shai Dubey &

Lisa Bodnarchuk

Walter Fenlon

Norma & Mike Ferguson

Mike Fitzpatrick

Sean Foley

Nancy Foster

John B. Fotheringham

Chris Frank

Mac & Elinor Freeman

David Gaensbauer

Brent & Lynn Gallupe

Ian Gemmill

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Edward & Teresa Gibson

Donna Gillespie &

Doug Ritchie

Tom Gingrich

Barry & Alicia Gordon

Catherine Gorrie

Ann M. Gow

T.C. Nicholas Graham

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Dr. Mike & Mrs. Martina Green
Ruth E. Hall
Donna & Bill Halleran
M. Denyse Hand
James R. Handforth
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Tamara Kayfetz
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159 Anonymous

2007 Government of Canada Workplace Charitable Campaign

**The United Way manages
the federal workplace
campaign (GCWCC).
Employees in all federal
departments can donate
to charity through
this campaign.**

Pacesetters (\$5,000 – \$9,999)

J. Le Clair

Builders (\$2,000 – \$4,999)

Naomi Ballance
Mark Gendron
Erin McCormick &
Douglas Mason
Nancy Stableforth
2 Anonymous

Leaders of the Way (\$1,000 – \$1,999)

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John Wilson
David Wu
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17 Anonymous

Caring Corporations

**The following companies
generously donated
corporate gifts in 2007**

**Corporate Gifts
over \$50,000**
Empire Life

**Corporate Gifts of
\$25,000 – \$49,999**

Homestead Land
Holdings Limited
INVISTA (Canada) Company
Novelis Incorporated

**Corporate Gifts of
\$10,000 – \$24,999**

Assurant Solutions
Bombardier
DuPont Canada
Goodyear Canada
Incorporated
Lafarge Canada Cement
Morven Construction Limited
Royal Bank of Canada

**Corporate Gifts of
\$5,000 – \$9,999**

Bell Canada
CALIAN
CIBC
Corus Entertainment
Costco Wholesale
Great West Life
Assurance Company
Kingston Community
Credit Union
NPIF Kingston
Cogen Corporation

Open Text Corporation
Robinson Solutions
(Kingston) Incorporated
Scotia Bank
The Kingston Whig-Standard

**Corporate Gifts of
\$1,000 – \$4,999**

Alcan International Limited
Andola Fibres Limited
Best Buy
BMO Bank of Montreal
B’Nai Brith Lodge,
1191 Kingston
Canadian Tire Cataaraqui
(E.D. Derbyshire & Sons)
Caraustar
Chez Piggy Restaurant
Coach Canada
(Trentway-Wagar)
Condie Pontiac Buick Limited
Continental Conveyor
Cunningham, Swan, Carty,
Little & Bonham LLP
Dacon Corporation
Fusetek
Future Shop Limited
George A. Wright
& Son Limited
Hydro One Inc.
INVISTA Millhaven
Kincore Holdings Limited
Kingston Dodge Chrysler
Lookout Home Hardware
Building Centre
Ontario Power Generation
Pfizer Canada Incorporated
Reliance Home Comfort

Sensient Colors
Canada Limited
Sharbot Lake
Pharmacy Limited
Shaw Stone & Webster
Shoalts and
Zaback Architects
TD Canada Trust
The Bay
The Brick
The OPS Group
Thomson, Jemmett,
Vogelzang Limited
Union Gas Limited
United Parcel Service
Zellers Incorporated

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\$500 – \$999**

Aecon
Anchor Concrete
Products Limited
Bosal Canada Incorporated
Cruikshank Construction
Kingston
Edwards Ford Sales
Hickey & Hickey
HSBC
Janssen Ortho –
National Field Reps.
Lone Star Texas Grill
Manulife Financial
Rosen Heating & Cooling
S&R Department Store
Sousa Ready Mix
St. Lawrence Cruise
Lines Incorporated
Sunlife Financial

Taugher Mechanical &
Controls Systems Limited
Ted Arscott Moto-Mill
Services Limited
Templeman Menninga
The Co-Operators
Group Limited
Verona Animal Hospital
Windmills Limited
XCG Consultants Limited

2007 Matching Gifts

**The following companies
match their employee
contributions**

Alcan International Limited
Andola Fibres Limited
Assurant Solutions
Best Buy
Canadian Tire Cataaraqui
Condie Pontiac Buick Limited
Corus Entertainment
Costco Wholesale
DLK Insurance
Empire Life
Enterprise Rent-a-Car
Future Shop Limited
George A Wright
& Son Limited
INVISTA Millhaven
Kincore Holdings Limited
Kingston Community
Credit Union
Kingston Dodge Chrysler
Kingston Honda
Lafarge Canada Cement
Manulife Financial

NPIF Kingston
CoGen Incorporated
RBC Dominion
Securities Incorporated
Reliance Home Comfort
Robinson Solutions
(Kingston) Incorporated
Sensient Colors
Canada Limited
S&R Department Store
Sunlife Financial
The Brick
The Kingston Whig-Standard
Union Gas Limited
United Parcel Service
XCG Consultants Limited

Foundation Gifts

**We are grateful for the
generous support from
the following foundations**

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Fondation J.
Armand Bombardier
Gill Ratcliffe Foundation
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RBC Foundation
Religious Hospitallers
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There are 50 countries across the world with United Ways.
There are 125 United Ways in Canada.

Honorary Patron of the
United Way serving KFL&A

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The campaign cabinet is made up of community volunteers who lead the annual fundraising campaign

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CFB Kingston

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Gordon's Estate Services

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Kincore Holdings Limited

Major Giving Cabinet

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Cathy Dunne
Doug Hogehoom
Bill Leggett
Gillian Saidinsky
Ron Sharp

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RBC Dominion Securities
Matthew Derbyshire,
Clermont Venture
Kevin Goddard,
RBC Royal Bank
Laurie Newport,
RBC Royal Bank

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Scott Runté,
Warren Capital Corporation
Ed Smith, Windmills
Donna Tregunna,
Kingston Economic
Development Corporation

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Assurant Solutions
Bruce Jeffery,
RBC Dominion Securities

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Providence Care,
St.Mary's of the Lake Hospital
Allen Prowse, Providence
Care, Mental Health Services

Agency Division

JoAnne Maltby, Pathways
for Children & Youth

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Novelis Specialty Products
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INVISTA (Canada) Company
David French, Goodyear
Canada Incorporated
Richard Hoffman, INVISTA
(Canada) Company (Retiree)
Peter Kraus,
INVISTA (Canada) Company
Steve Wright,
George Wright & Son Limited

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Algonquin & Lakeshore
Catholic District School Board

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Correctional Services
of Canada

GCWCC

LCol Dave MacLeod,
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Provincial Division

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OSSTF, Limestone
District School Board

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United Way's Loaned Representative Program provides a unique professional development opportunity for organization's emerging leaders.

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Correctional Service of
Canada, Patrick Laverty
Goodyear Canada
Incorporated, Tom Gingrich
& Brad Wannamaker
Kingston General Hospital
CUPE local 1974,
Bill Hossack
Novelis Incorporated,
Barry Kelly
Providence Care,
Michele Mahoney

Success By 6

Success By 6 Council of Partners

Success by 6 Council of Partners is made up of the heads of all the large public and private organizations in KFL&A. Their commitment is to early development and making KFL&A a child friendly community.

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CFB Kingston,
LCol Dave MacLeod

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CHUM Radio Kingston,
Greg Hinton

City of Kingston, Lance Thurston & Greg Grange

Corus Entertainment,
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Correctional Regional Headquarters,
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Empire Life, Doug Hogeboom

Hotel Dieu Hospital,
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INVISTA (Canada) Company,
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Rachelle Blanchette

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Greg Barone

Ongwanada Resource Centre, Robert Seaby

Providence Care,
Cathy Dunne

Queen's University,
Karen Hitchcock

Royal Bank Corporate Office,
Gerry Ethier

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John Cowan

St. Lawrence College,
Chris Whitaker

The Kingston Whig-Standard,
Ron Laurin

United Way serving KFL&A,
Bhavana Varma

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Elizabeth Savill, Co-Chair

Julie Tompkins

Bhavana Varma

Chris Whitaker

John Wright

Enhanced Parenting Steering Committee

Joe de Mora

Dr. Ian Gemmill

Kim Hockey

Brenda Hunter

Bhavana Varma

Chris Whitaker

John Wright

Communications Committee

Shelley Aylesworth-Spink

Elizabeth Bardon

Julie Brown

Jen Cameron

Justin Chenier

Brian Dodo

Kim Hockey

Julie Tompkins

Bhavana Varma

Evaluation & Monitoring Committee

Laura Austin

Laurie Dixon

Mary Jo Dowker

Kim Hockey

Megan Hughes

Ray Peters

Charlotte Rosenbaum, Chair

Bhavana Varma

Funding Strategies & Fundraising Committee

Kathy Burke

Elwin Derbyshire

Barry Gordon, Co-Chair

Kim Hockey

Gillian Sadinsky

Bhavana Varma

Chris Whitaker, Co-Chair

Resource Allocation Committee

Sherri Agnew

Laurie Dixon

Kim Hockey

Megan Hughes

Adèle Lafrance

Carrie Lagassé, Chair

Brenda Martin

Leanne O'Mara

Success By 6 Week Committee

Chair: Gillian Sadinsky
Julie Brown
Justin Chenier
Jim Elyot
Kim Hockey
Kathy MacRae
Lisa Ray
Angélique Tamblyn
Bhavana Varma

Leadership Development Services

**2007 Leadership
Advisory Committee**
Peter Bacon, United Way
Board of Directors
Ruth Mott, Trillium Foundation
Bhavana Varma,
United Way serving KFL&A
Chris Whitaker,
St. Lawrence College
Rob Wood, 8020 Info Inc.

2007 Facilitators
Christie Andrus,
The Human Factor
Kim Hockey,
United Way serving KFL&A
David Luke,
FocusFit HRD Technologies
Catherine MacNeill,
Canadian Council for
Advancement of Education

Anndale McTavish,
Queen's University
Deborah Melman-Clement,
Freelance Writer & Editor
Theresa Mitchell,
Queen's University
Doug Ritchie,
Downtown Kingston BIA
Gillian Sadinsky, de Angelis
& Street & Sadinsky
Mary-Alice Thompson,
Barrister and Solicitor
Bhavana Varma,
United Way serving KFL&A

Citizen Review Panel Volunteers

**Citizen Review Panel
volunteers review all
applications to the
Community Fund and make
funding recommendations
to the United Way Board
of Directors**

Panel Chairs:
Alfred O'Rourke
Bob Affleck
Carrie Fenton
Jack Cooper
Patricia Bryden

Panel Members:

Allison Mackey
Arlene Cronin
Barbara Caldwell
Bonnie Sweet
Brenda Brown
Carol McCready
Cindy Chappell
Claire Dion
Dale Drew
Gillian Sadinsky
Ivanka Franjkovic
Jeremy DaCosta
Joan Hutchings
Joan Jardin
Joanne Gazo-McKim
John Smith
Kerri Brockman
Laurie Newport
Lesley McConnell
Martha Forkes
Maureen Thompson
Mike Degrace
Natalie Sitt
Paul Barrette
Penny Robinson
Peter Walker
Sally Barnes
Sean McCullough
Sheila Connop
Steve Newstead
Ted Hsu
Tina Duncan

2007 – 2008 United Way Staff

Bhavana Varma,
President
Nicola Wheeler,
Office Manager

Department Managers:

Clara Lambert,
Finance Director
Darlene Medhurst, Director,
Labour Community Services
Kim Hockey, Director,
Community Investment
Marie Mackenzie,
Campaign Director

Associates and Coordinators:

Emily Mackwood,
Campaign Associate
Marg Kubalak,
Program Associate
Michelle Boucher,
Campaign Associate
Olga Karavai,
Data Input Coordinator
Angélique Tamblyn,*
Administrative Coordinator
On Contract for a portion
of the year, Diana Roney

* On Maternity Leave in 2007

Awards

The United Way annual campaign raised \$2.71 million in 2007. Workplace Campaigns make up 82% of this achievement. Over 1,500 volunteers work on this fundraising campaign every year. To recognize their efforts and the contributions of the employees in these workplaces, the United Way annually gives out awards based on participation and contributions.

100K Teams

Are given to employee workplace campaigns that raise \$100,000 or more through corporate, employee and event donations

CFB Kingston
Correctional Service of Canada
Empire Life
Goodyear Canada Incorporated
INVISTA (Canada) Company
Novelis Incorporated
Queen's University

Cornerstone Awards

Are given to workplace campaigns that raise \$25,000 or more through corporate, employee and event donations

Algonquin & Lakeshore Catholic District School Board
Assurant Solutions
Bombardier
Total Transit Systems
CFB Kingston
City of Kingston
Correctional Service of Canada
DuPont Canada
Empire Life
Goodyear Canada Incorporated
Homestead Land Holdings Limited
INVISTA (Canada) Company
Kingston General Hospital
Limestone District School Board
Millhaven Institution
Novelis Global Technology Centre
Novelis Specialty Products
Providence Care
Queen's University
RBC Royal Bank
Royal Military College

Platinum Award

Employee Campaigns with a minimum of 90% participation and \$100 per capita

Boys and Girls Club of Kingston & Area
Canadian Hearing Society
CORCAN
Elizabeth Fry Society
Homestead Land Holdings Limited
J.E. Horton Public School
K-Rock 105.7
Kairos
Kingston Community Credit Union
Land Registry Office
Ministry of Children & Youth Services, Youth Justice Services
Ministry of Training, Colleges & Universities
National Parole Board
Novelis Global Technology Centre
Novelis Specialty Products
NPIF Kingston CoGen Corporation
RBC Royal Bank – Financial Planning Team
RBC Royal Bank – Sydenham Branch
Reliance Home Comfort
Ryandale Shelter
Scotiabank – 863 Princess Street Branch

The Brick

United Parcel Service
United Way serving KFL&A
Unity Savings & Credit Union
University Hospitals
Kingston Foundation
Windmills

Gold Award

Employee campaigns with a minimum of 75% participation and \$75 per capita

Alcan International Limited
Canadian National Institute for the Blind
Collins Barrow Kingston LLP
DuPont Canada
Fort Henry
HSBC
KFL&A Public Health
KPMG LLP
Lafarge Canada Cement
Ministry of Government Services
Norr Limited
Ongwanada: Balsam Grove
RBC Royal Bank – 65 Princess Street Branch
RBC Dominion Securities Incorporated
RBC Royal Bank
Robinson Solutions (Kingston) Incorporated
Scotiabank – Wellington Street Branch
Scotiabank – Gardiners Road Branch



Sensient Colors
Canada Limited
Shaw Stone & Webster
South East Community
Care Access Centre

Most Improved Award
Employee campaigns within each workplace sector with the greatest increase in dollars raised

Algonquin & Lakeshore
Catholic District School Board
CALIAN
Continental Conveyor
Investors Group
Kingston Frontenac
Public Library
Ministry of Children
& Youth Services,
Youth Justice Services
Open Text Corporation
Ryandale Shelter
South East Community
Care Access Centre

New Campaign
Workplaces that have run an employee campaign for the first time

Kingston Community
Health Centres
Performance Plants
University Hospitals
Kingston Foundation

Media

We gratefully acknowledge the tremendous support of our local media partners

CHUM Radio Kingston
Cogeco
Corus Entertainment
Kingston Life
Kingston This Week
KIX 93.5
K-Rock 105.7
Profile Kingston
The Heritage
The Kingston Whig-Standard

Team Spirit
For workplaces in each sector based on applications of best practices within their employee campaign

CFB Kingston
CIBC
Corporation of the County
of Lennox & Addington
Correctional Services
of Canada
George A. Wright
& Son Limited
Ministry of Health
Providence Care
Queen's University
Robert Meek Community
Youth Centre
The Kingston Whig-Standard

Labour

For unions who increased both their support and participation in workplace campaigns

CUPE Local 1974
Kingston & District
Labour Council
OPSEU Local 431
USW Local 343
Union of Canadian
Correctional Officers
Pittsburgh Local
Union of Journeymen,
Apprentices, Plumbers
& Pipefitters Local 221

2007 Campaign Sponsors
We gratefully acknowledge the support of the following organizations who sponsored events and services for the 2007 Campaign:

Ambassador
Conference Resort
Assurant Solutions
Bell
Beyond Time Media
BmDodo Strategic Design
Burkom, Hopkins, Kingston,
Kingston and LeBlanc
Investment Team
CIBC Wood Gundy
Incorporated
Fidelity Investments
Go Local Courier
Investors Group
Limestone District
School Board

Pan Chanco Bakery
TyRoute Communications
Incorporated
Upper Canada
Office Systems

Banner Sponsors
The following organizations showed their support throughout the Campaign period by sponsoring lamppost banners in downtown Kingston:

Assurant Solutions
Beyond Time Media
BmDodo Strategic Design
CFB Kingston
City of Kingston
DuPont Canada
Empire Life
Hotel Dieu Hospital
Investors Group
INVISTA (Canada) Company
James Brett Coiffure
Kingston General Hospital
Kincore Holdings Limited
Limestone District
School Board
Novelis Global Technology
Centre
Novelis Specialty Products
Ontario Power Generation
Providence Care
Queen's University
RBC Royal Bank
RBC Dominion Securities
TD Canada Trust
Union Gas





2007 Financial Report

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Auditors' Report

To the Members of United Way serving Kingston, Frontenac, Lennox & Addington

We have audited the statement of financial position of United Way serving Kingston, Frontenac, Lennox & Addington as at December 31, 2007 and the statements of changes in fund balances, operations and cash flows for the year then ended. These financial statements are the responsibility of the organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

Except as explained in the following paragraph, we conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In common with many charitable organizations, the organization derives revenue from donations and fundraising, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the organization and we were not able to determine whether any adjustments might be necessary to donation and fundraising revenues, excess of revenue over expenditures, assets and fund balances.

In our opinion, except for the effect of adjustments, if any, which we might have determined to be necessary had we been able to satisfy ourselves concerning the completeness of the contributions referred to in the preceding paragraph, these financial statements present fairly, in all material respects, the financial position of United Way serving Kingston, Frontenac, Lennox & Addington as at December 31, 2007 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Collins Barrow Kingston LLP

Chartered Accountants
Licensed Public Accountants
Kingston, Ontario
March 6, 2008

United Way serving Kingston, Frontenac, Lennox & Addington **Statement of Financial Position**

December 31				2007	2006
	Restricted Funds				
	Operating Fund	Endowment Fund	Success by 6 Fund	Total	Total
Assets					
Current					
Cash and bank (Note 4)	\$ 352,283	\$ 20,612	\$ —	\$ 372,895	\$ 198,033
Short-term investments (Note 5)	1,521,103	—	—	1,521,103	1,275,759
Pledges receivable (Note 6)	136,126	—	—	136,126	184,472
Accounts receivable	8,009	—	—	8,009	6,863
Due from operating fund	—	1,700	—	1,700	23,516
Due from restricted funds	1,875	—	—	1,875	—
Inventory	247	—	—	247	2,057
Prepaid expenses	12,642	—	1,875	14,517	30,206
	2,032,285	22,312	1,875	2,056,472	1,720,906
Long-term investments (Note 7)	153,643	500,234	—	653,877	409,099
Capital assets (Note 8)	24,724	—	—	24,724	24,339
	\$ 2,210,652	\$ 522,546	\$ 1,875	\$ 2,735,073	\$ 2,154,344

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.

United Way serving Kingston, Frontenac, Lennox & Addington **Statement of Financial Position**

December 31

2007

2006

	Restricted Funds			Total	Total
	Operating Fund	Endowment Fund	Success by 6 Fund		
Liabilities and Fund Balances					
Current					
Accounts payable and accrued liabilities (Note 9) \$	415,982	\$ —	\$ —	\$ 415,982	\$ 489,086
Monies held in trust (Note 10)	95,070	—	—	95,070	—
Due to operating fund	—	—	1,875	1,875	—
Due to restricted funds	1,700	—	—	1,700	23,516
Deferred contributions non-campaign	1,136	—	—	1,136	250
Deferred net campaign revenue (Note 11)	947,584	—	—	947,584	848,963
	1,461,472	—	1,875	1,463,347	1,361,815
Deferred contributions (Note 12)	—	—	—	—	2,500
	1,461,472	—	1,875	1,463,347	1,364,315
Fund balances					
Invested in 417 Bagot Group (Note 7)	153,643	—	—	153,643	149,910
Invested in capital assets (Note 13)	24,724	—	—	24,724	21,839
Reserves (Note 14)	200,000	—	—	200,000	100,000
Externally restricted	—	507,959	—	507,959	248,490
Internally restricted	—	14,587	—	14,587	24,080
Unrestricted	370,813	—	—	370,813	245,710
	749,180	522,546	—	1,271,726	790,029
	\$2,210,652	\$ 522,546	\$ 1,875	\$ 2,735,073	\$ 2,154,344

On behalf of the Board:



Director



Director

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.

United Way serving Kingston, Frontenac, Lennox & Addington **Statement of Changes in Fund Balances**

For the year ended December 31

2007

2006

	Restricted Funds			Total	Total
	Operating Fund	Endowment Fund	Success by 6 Fund		
Fund balances, beginning of year	\$ 517,458	\$ 272,561	\$ —	\$ 790,019	\$ 655,097
Changes in fair value of financial assets held for trading, as at January 1, 2007 (Note 1)	—	31,747	—	31,747	—
Excess of revenue over expenditures (expenditures over revenue) for the year	374,402	218,238	(142,680)	449,960	134,932
Inter-fund transfers (Note 15)	(142,680)	—	142,680	—	—
Fund balances, end of year	\$ 749,180	\$ 522,546	\$ —	\$ 1,271,726	\$ 790,029

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.

United Way serving Kingston, Frontenac, Lennox & Addington **Statement of Operations**

For the year ended December 31

2007

2006

	Restricted Funds			Total	Total
	Operating Fund	Endowment Fund	Success by 6 Fund		
Revenue					
Areas of service designations (Note 16)	\$ 141,322	\$ —	\$ 11,437	\$ 152,759	\$ 109,335
Campaign revenue	2,563,007	—	—	2,563,007	2,489,714
Community special events	70,470	—	—	70,470	67,191
Deferred contributions (Note 12)	2,500	—	—	2,500	1,072
Donations	—	242,000	31,759	273,759	41,045
Investment income (loss)	55,026	(3,572)	—	51,454	63,683
Other	10,442	1,750	—	12,192	127,857
Program grants	104,809	—	—	104,809	—
Sub-total	2,947,576	240,178	43,196	3,230,950	2,899,897
Pledge loss (Note 17)	(45,579)	—	—	(45,579)	(107,169)
Total revenue	2,901,997	240,178	43,196	3,185,371	2,792,728
Expenditures					
Allocations and programs					
Communications and awareness project	—	—	22,500	22,500	24,393
Community fund	1,216,134	—	—	1,216,134	1,222,079
Donor choice designations	429,386	—	—	429,386	435,861
Dues and shared costs	19,125	—	—	19,125	21,338
Planning and research	37,329	—	7,850	45,179	31,906
Priority needs grants	98,684	—	—	98,684	142,500
Program grants	104,809	17,329	61,607	183,745	132,307
United Way programs (Schedule A)	269,215	—	93,919	363,134	292,988
	2,174,682	17,329	185,876	2,377,887	2,303,372
Operations					
Administration	—	4,611	—	4,611	—
Community special events	21,441	—	—	21,441	20,427
Fundraising (Schedule A)	327,342	—	—	327,342	328,657
Amortization of capital assets	7,863	—	—	7,863	13,669
Total expenditures	2,531,328	21,940	185,876	2,739,144	2,666,125
Income from joint venture (Note 7)	3,733	—	—	3,733	8,329
Excess of revenue over expenditures					
(expenditures over revenue) for the year	\$ 374,402	\$ 218,238	\$(142,680)	\$ 449,960	\$ 134,932

The accompanying summary of significant accounting policies and notes are an integral part of these financial statements.

United Way serving Kingston, Frontenac, Lennox & Addington **Statement of Cash Flows**

For the year ended December 31	2007	2006
Cash flows from operating activities		
Excess of revenue over expenditures for the year	\$ 449,960	\$ 134,932
Adjustments for items not involving cash		
Amortization of deferred contributions	(2,500)	(1,072)
Amortization of capital assets	7,863	13,669
Income from joint venture (Note 7)	(3,733)	(8,329)
	451,590	139,200
Changes in non-cash working capital balances		
Pledges receivable	48,346	9,728
Accounts receivable	(1,146)	(199)
Inventory	1,810	(2,057)
Prepaid expenses	15,689	(21,882)
Accounts payable and accrued liabilities	(73,104)	(36,068)
Monies held in trust	95,070	—
Deferred contributions non-campaign	886	(761)
Deferred net campaign revenue	98,621	(59,834)
	637,762	28,127
Cash flows from investing activities		
Net increase in long-term investment	(209,308)	—
Purchase of capital assets	(8,248)	(787)
	(217,556)	(787)
Increase in cash and cash equivalents, during the year	420,206	27,340
Cash and cash equivalents, beginning of year	1,473,792	1,446,452
Cash and cash equivalents, end of year	\$ 1,893,998	\$ 1,473,792
Represented by		
Cash and bank – Operating Fund	\$ 352,283	\$ 169,356
Cash and bank – Endowment Fund	20,612	28,677
Short-term investments	1,521,103	1,275,759
	\$ 1,893,998	\$ 1,473,792

Nature of Business

The organization is incorporated under the laws of Ontario without share capital and is registered as a public foundation for income tax purposes. The organization is exempt from tax under subparagraph 149(1)(f) of the Canadian Income Tax Act. The mission of the organization is to support and strengthen the organized capacity of the community to care for one another. To this end (1) the organization continually raises funds, striving for annual growth to meet vital community needs; (2) the organization allocates donor dollars in response to current and changing human care needs; and (3) the organization strengthens the non-profit sector by providing organizational and other support services to community voluntary organizations.

Use of Estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future. These adjustments and assumptions are reviewed periodically and, as adjustments become necessary, they are reported in the periods in which they become known.

Fund Accounting

The accompanying financial statements include the activities of the organization for which the Board of Directors is legally accountable. In order to properly reflect its activities, the organization maintains its accounts in accordance with the principles of "fund accounting" in order that limitations and restrictions placed on the use of available resources are observed. The organization follows the restricted fund method of accounting for contributions. Under fund accounting, resources for various purposes are classified for accounting and reporting purposes into funds in accordance with activities or objectives specified. For financial reporting purposes, the organization has combined funds with similar characteristics into three groups: Operating Fund, Endowment Fund and Success by 6 Fund.

The **Operating Fund** accounts for the expenditures related to allocations and programs, campaign, administrative and other operations of the organization financed by campaign and general revenues.

The **Endowment Fund** accounts for monies received for special purposes other than the building and operating program where only the income earned on the money is expendable for the special purposes designated. Externally restricted fund balance represents contributed capital, while the internally restricted fund balance represents the cumulative investment income less costs.

The **Success by 6 Fund** is a United Way initiative ensuring all children 0-6 years get a healthy start in life. This fund accounts for the programs operating activities.

The statement of financial position represents the combined position of all the funds of the organization.

Short-term Investments

Short-term investments are recorded at fair value.

Inventory

Inventory is stated at the lower of cost and replacement cost. Cost is generally determined on the first-in, first-out basis.

Long-term Investments

The long-term investment in the joint venture is recorded on the equity basis. Under this method, the investment is initially recorded at cost and is increased for the proportionate share of any post-acquisition earnings and is decreased for any post-acquisition losses. Other long-term investments are recorded at fair value.

Capital Assets

Capital assets are recorded at cost. Amortization based on the estimated useful life of the asset is as follows:

Furniture and equipment	– 20% diminishing balance basis
Telephone system	– 30% diminishing balance basis
Computer equipment	– 30% diminishing balance basis or 2 years straight-line basis
Computer software	– 2 years straight-line basis
Leasehold improvements	– 10 years straight-line basis or 20% diminishing balance basis

In the year of acquisition, amortization is calculated on capital assets at half-rates.

Revenue Recognition

The organization conducts a public campaign for funds during the last quarter of each calendar year in order to fund member agencies' activities for the subsequent fiscal year. Accordingly, campaign revenue and expenditures of the current year are deferred to the subsequent fiscal year. All allocations that are scheduled to be disbursed more than twelve months after the current year-end are financed from the subsequent year's campaign.

Pledges receivable at the end of the year reflect amounts outstanding from the preceding campaign, less an allowance for pledge losses. The organization's accounting policy for recording current campaign pledges is on the cash basis. This policy conforms with that adopted by the majority of United Way organizations.

Other unrestricted contributions are recognized as revenue of the Operating Fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Restricted contributions related to operations are recognized as revenue of the Operating Fund in the year in which the related expenses are incurred.

Donated Assets, Materials

Volunteers contribute a substantial number of hours each year and Services to assist the organization in carrying out its activities. Because of the difficulty of documenting the fair value, contributions of such services are not recognized in the financial statements.

The organization receives gifts in kind from some donors, primarily for campaign costs of printing, supplies and public relations. These amounts are excluded from revenues and expenditures.

Financial Instruments

Effective January 1, 2007, the organization adopted the CICA Handbook Section 3855, Financial Instruments – Recognition and Measurement. The new accounting standards for financial instruments require that all financial assets and liabilities be

classified according to their characteristics, management's intention, or the choice of category in certain circumstances. All financial assets must be classified as either held-for-trading, held-to-maturity, available-for-sale or loans and receivables. Financial liabilities must be classified as held-for-trading or other liabilities. Financial assets and financial liabilities that are purchased and incurred with the intention of generating profits in the near term are classified as held-for-trading, and are accounted for at fair value with the change in the fair value recognized in the results of operations. Those instruments that have a fixed maturity date, where the organization intends and has the ability to hold to maturity, are classified as held-to-maturity and accounted for at amortized cost using the effective interest rate method. Loans and receivables are also accounted for at amortized cost using the effective interest rate method. When initially recognized, all financial assets and liabilities are recorded at fair value on the balance sheet. In subsequent periods, financial instruments will be valued at fair value, except for items that are classified in the following categories, which will be measured at amortized cost. These categories are loans and receivables, investments held-to-maturity and financial liabilities not held-for-trading purposes.

An allowance for impairment that is other than temporary for financial assets categorized as loans and receivables and investments held-to-maturity is recognized in the results of operations.

Effective January 1, 2007, the organization also adopted the CICA Handbook Section 3861, Financial Instruments – Disclosures and Presentation, which establishes standards for presentation and disclosure of financial instruments. The organization's financial instruments consist of cash and bank, short-term investments, pledges receivable, accounts receivable, long-term investments and accounts payable and accrued liabilities. Unless otherwise noted, it is management's opinion that the organization is not exposed to significant interest, currency or credit risks arising from these financial instruments.

The fair values of these financial instruments approximate their carrying values, unless otherwise noted.

1. Change in Accounting Policies

As explained in the Summary of Significant Accounting Policies, effective January 1, 2007, the organization adopted several new accounting policies resulting from newly issued CICA Handbook sections. As required by the new standards, these accounting policies were applied on a prospective basis. Therefore, the 2006 amounts presented for comparative purposes have not been restated to reflect these changes in accounting policies.

2. Change in Accounting Estimate

Effective January 1, 2007, the organization made a change in accounting estimate regarding the useful life of specific types of capital assets. Computer equipment and computer software amortization has been revised to a 2 year straight-line basis from 30% and 100% diminishing balance basis, respectively. The leasehold improvements has been revised to a 20% diminishing balance basis from a 10 year straight-line basis. The prospective application of this change in accounting estimate resulted in a decrease in net income of \$543 for the year ended December 31, 2007. The amount of the effect in future periods has not been disclosed because it is impracticable to do so as any additions or disposals will also effect the future period amount.

3. Financial Statement Presentation

In some instances, comparative figures have been reclassified in order to comply with current year's presentation.

4. Cash and Bank

The organization's bank accounts are held at one chartered bank. The bank accounts earn interest from 0% to 0.25%.

5. Short-term Investments

Short-term investments consist of the following:

	2007	2006
Royal Premium Money Market Fund	\$ 1,521,103	\$ 1,275,759

The market value of the short-term investments at the year end amounted to \$1,521,103 (2006 – \$1,275,759).

6. Pledges Receivable

Details of pledges receivable are as follows:

	2007	2006
Preceding year's campaign	\$ 212,180	\$ 263,531
Less: allowance for pledge losses	(76,054)	(79,059)
	\$ 136,126	\$ 184,472

7. Long-term Investments

Operating Fund

United Way serving Kingston, Frontenac, Lennox & Addington has a one-third interest in a joint venture, the 417 Bagot Group, together with two agencies to own and manage the building in which they and two additional agencies carry on their operations. The investment in the joint venture is recorded on the equity basis which reflects the net income or loss of the Group for the year ended December 31, 2007.

The following information represents the United Way's one-third interest:

	2007	2006
Assets:		
Cash	\$ 17,266	\$ 13,483
Accounts receivable	737	865
Prepaid expenses	101	101
Due from related parties	1,863	2,026
Capital assets	247,804	257,065
	\$ 267,771	\$ 273,540
Liabilities and co-tenants' capital:		
Accounts payable and accrued liabilities	\$ 4,730	\$ 2,926
Long-term debt	109,398	120,704
Co-tenants' capital	153,643	149,910
	\$ 267,771	\$ 273,540
Excess of revenue over expenditures:		
Revenue	\$ 51,826	\$ 52,000
Expenditures	48,093	43,671
	\$ 3,733	\$ 8,329
Cash provided by (used in):		
Operating activities	\$ 15,089	\$ 21,139
Financing activities	\$ (12,972)	\$ (18,663)
Investing activities	\$ 1,666	\$ 6,666

There are no significant differences in accounting policies between 417 Bagot Group and United Way.

The amount reported as long-term investment is determined as follows:

	2007	2006
Contributions since commencement	\$ 146,086	\$ 146,086
Gain in earnings since commencement	7,557	3,824
	\$ 153,643	\$ 149,910

The three participants in the joint venture are jointly and severally liable for a mortgage on the property.

As at December 31, 2007, the principal balance of the mortgage was \$328,199.

	2007	2006
Endowment Fund		
Investments held with the Community Foundation of Greater Kingston	\$ 500,234	\$ 259,189

The market value of the endowment fund investments held at the year end amounted to \$500,234 (2006 – \$290,936).

8. Capital Assets

	2007		2006	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Furniture and equipment	\$ 56,529	\$ 51,397	\$ 56,529	\$ 50,115
Telephone system	36,146	35,319	36,146	34,96
Computer equipment	109,983	96,219	104,554	90,708
Computer software	10,462	10,462	10,462	10,462
Leasehold improvements	8,999	3,998	6,180	3,283
	\$ 222,119	\$ 197,395	\$ 213,871	\$ 189,532
Net book value		\$ 24,724		\$ 24,339

During the year, the organization acquired \$8,248 (2006 – \$787) of capital assets for cash.

9. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities are comprised of the following:

	2007	2006
Accounts payable and accrued liabilities	\$ 47,441	\$ 62,483
Donor designations	319,366	363,790
Grants payable	49,175	62,813
	\$ 415,982	\$ 489,086

10. Monies Held In Trust

In 2007, the organization entered into a contract with the Corporation of the City of Kingston to provide services, on a trust basis, to administer the 2007 Healthy Community Fund. The services include:

- (a) administration of the 2007 Healthy Community Fund application process;
- (b) determination and approval of grants from the Healthy Community Fund;
- (c) contracting with successful applicants as an agent of the City; and
- (d) issuing approved grants and tracking fulfillment of conditions of each grant.

	2007	2006
Opening balance	\$ —	\$ —
Receipts	190,000	—
Disbursements	(94,930)	—
Ending balance	\$ 95,070	\$ —

11. Deferred Net Campaign Revenue

Pursuant to the accounting policy, campaign revenue and expenditures relating to the 2007 campaign have been deferred to 2008 and will be used to fund allocations to agencies during that year.

A summary of these items is as follows:

	2007	2006
Deferred campaign revenue	\$ 1,253,024	\$ 1,158,295
Deferred fundraising expenditures	(305,440)	(309,332)
Deferred net campaign revenue	\$ 947,584	\$ 848,963

12. Deferred Contributions

In a previous year, the organization received \$25,000 to purchase fundraising and management information software.

This grant is amortized at 30% on a diminishing balance basis, the same rate as the corresponding asset.

The changes in the deferred contributions balance for the year are as follows:

	2007	2006
Deferred contributions, beginning of year	\$ 2,500	\$ 3,572
Less: amount recognized as revenue during the year	(2,500)	(1,072)
Deferred contributions, end of year	\$ —	\$ 2,500

13. Invested in Capital Assets

The net assets invested in capital assets consists of:

	2007	2006
Capital assets, net	\$ 24,724	\$ 24,339
Deferred contributions related to capital assets	—	(2,500)
Net investment in capital assets	\$ 24,724	\$ 21,839
Changes in Fund Balance:		
Invested in capital assets, beginning of year	\$ 21,839	\$ 33,649
Revenue		
Deferred contributions (Note 12)	2,500	1,072
Expenditures		
Amortization of capital assets	(7,863)	(13,669)
Investment in capital assets		
Purchase of equipment with unrestricted resources	8,248	787
Invested in capital assets, end of year	\$ 24,724	\$ 21,839

14. Reserves

	2007	2006
Contingency Reserve Fund	\$ 100,000	\$ 100,000
United Way Agency Funding Reserve Policy	100,000	—
	\$ 200,000	\$ 100,000

Contingency Reserve Fund

In accordance with their policy, the balance in the reserve is to be maintained at a maximum of 10% of the operating budget or 3 months of payroll commitments, whichever is higher. Contingency reserve funds are intended for contingency purposes, to be accessed only after formal approval by the United Way Board of Directors.

United Way Agency Funding Reserve Policy

In 2007, the Board of Directors approved the transfer of \$100,000 to the United Way Agency Funding Reserve Policy.

15. Inter-fund Transfers

In 2007, the Board of Directors approved the transfer of \$142,680 to the Success By Six Fund.

16. Areas of Service

The amount of \$152,759 (2006 – \$109,335) represents designations to Areas of Service through the Campaign 2005 Donor Choice program. These designations were collected through payroll pledges received through the calendar year 2006, and are paid out during the 2007 process of determining agency allocations.

17. Pledge Loss

	2007	2006
Pledge (loss) – current year campaign	\$ (76,054)	\$ (79,059)
Pledge (loss) – recovery of prior year's campaign	30,475	(28,110)
	\$ (45,579)	\$ (107,169)

18. Lease Commitments

The organization has entered into a lease with the 417 Bagot Group, a related joint venture for use of its premises at 417 Bagot Street, Kingston. This lease requires monthly payments of \$3,052 and with no pre-determined expiration date.

The organization leases a postage machine for \$769 per quarter expiring April 30, 2009.

The minimum annual lease payments for the next five years are as follows:

2008	\$	39,658
2009	\$	37,383
2010	\$	36,625
2011	\$	36,625
2012	\$	36,625

19. Related Party Transactions

The organization has one-third interest in a joint venture, the 417 Bagot Group, as detailed in Note 7 to these financial statements.

The organization rents premises from the joint venture as disclosed in Note 18.

20. Employer-Employee Group Plan

The organization is a participant in a group registered retirement savings plan. The organization contributes, on behalf of each eligible employee, an amount equal to the employee's contribution to a maximum of 5% of earnings. During the year, the organization expensed \$17,197 under this group registered retirement savings plan arrangement.

Auditors' Comments on Supplementary Financial Information

To the Members of United Way serving Kingston, Frontenac, Lennox & Addington

The audited financial statements of the organization as at December 31, 2007 and our report thereon dated March 6, 2008 are presented in the preceding section of this annual report. The financial information presented hereinafter was derived from the accounting records tested by us as part of the auditing procedures followed in our examination of the financial statements and, in our opinion, it is fairly presented in all material respects in relation to the financial statements taken as a whole.

Collins Barrow Kingston LLP

Chartered Accountants
 Licensed Public Accountants
 Kingston, Ontario
 March 6, 2008

United Way serving Kingston, Frontenac, Lennox & Addington Schedule A - Administration, Fundraising and United Way Programs Expenditures

For the year ended December 31

					2007	2006
	Administration	Fundraising	Programs	Success by 6 Fund	Total	Total
Direct costs						
Salaries and benefits	\$ 53,606	\$ 206,484	\$ 202,717	\$ 56,072	\$ 518,879	\$ 464,493
Other direct costs	31,589	65,576	13,616	13,915	124,696	108,424
Sub-total	85,195	272,060	216,333	69,987	643,575	572,917
Occupancy costs	5,283	15,216	12,330	3,629	36,458	34,086
General office expenditures	1,769	3,167	3,653	1,854	10,443	7,769
Sub-total	7,052	18,383	15,983	5,483	46,901	41,855
Total expenditures before re-allocation of administration expenditures	92,247	290,443	232,316	75,470	690,476	614,772
Re-allocation of administration expenditures	(92,247)	36,899	36,899	18,449	—	—
Total expenditures	\$ —	\$ 327,342	\$ 269,215	\$ 93,919	\$ 690,476	\$ 614,772

United Way is the largest non government funder of social services in KFL&A.

Through a network of member agencies and an extensive granting process, United Way ensures that local needs are being met.





United Way
serving Kingston, Frontenac
Lennox and Addington

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