

2009 ANNUAL REPORT

*"Today,
I feel confident"*

Thanks to you, **every day**,
we're building a stronger
community together



United Way
serving Kingston, Frontenac
Lennox and Addington

www.unitedwaykfla.ca



*"Today,
I feel happy"*

Table of Contents

2009



United Way

Annual Report

The United Way Mission	2
The United Way Vision	2
Funding Philosophy	3
Board Chair's Report	4
President & CEO's Report	6
Treasurer's Report	7
Labour Report	8
United Way serving KFL&A	9
United Way Community Fund	10
One-time Grants	11
Community Engagement	13
Community Impact Initiatives	14
Success By 6	14
Community Mobilization	17
Campaign Chair's Report	18
Campaign Cabinet	19
Leaders of the Way	20
Friends of the Way	23
2009 Campaign	27
Caring Corporations	27
Foundation Gifts	27
Spirit of Community Awards	28
Campaign Awards	28
Campaign Sponsors	30
Eternity Fund	32
2009 Financial Report	35

For the past 70 years, our United Way has worked to strengthen lives by bringing together the financial resources of the region – business, labour, individuals, government, and funders – in support of a network of social service agencies. Through these agencies and their programs, people have found help and, in many cases, opportunity for a better life.

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

As we entered 2009, in the midst of the worst economic recession, United Way was extremely concerned about the increasing needs in our community and our ability to help local agencies meet those increased needs. Despite those worries, tough times inspired record breaking generosity as the community dug deep to raise \$2,930,000, 3% more than 2008's record breaking campaign.

Board Chair's Report



Today,
I witnessed change.

Teamwork and partnership was the theme for the year.

Campaign Chair Michael Schmitt did an exemplary job of leading our Campaign Cabinet and volunteers in communicating the deep needs in our community to the many workplace volunteers who encouraged their peers to dig deeper to assist others.

The Citizen's Review Panels committed themselves to ensuring donor dollars are invested well in the community. They once again completed thorough and in depth reviews, ensuring that resources entrusted to the United Way were used for the intended purposes and had the greatest benefit to our community.

In addition to a successful fundraising campaign, our staff and volunteers spent many hours in community building activities, partnering with several other organizations.

In Kingston, a pilot project in one neighbourhood worked with local residents, agencies, public and private sector partners. Using the Action for Neighbourhood Change (ANC) model, a committee developed local solutions for sustainable community development and neighbourhood renewal. Success in this first community could provide a blueprint for other communities throughout KFL&A.



The United Way's plan on homelessness and affordable housing was adopted by the City of Kingston and other groups. A volunteer committee has been established to work on initiatives that have emerged from this plan.

Success By 6 is a United Way initiative to ensure every child gets a healthy start in life. Our Success By 6 Council of Partners have worked hard to ensure KFL&A is a "child friendly" community.

The United Way also partnered with other groups throughout the year. For the fifth year in a row, partnerships were formed with Union Gas and Hydro One to fund the Winter Warmth Program through community agencies. This program ensures that all community residents have the resources to keep warm throughout the winter. We helped the City of Kingston by administering the Healthy Community Fund and partnered with Labour Council to open the Workers Help Centre.

It is the dedication and partnership between the United Way staff, volunteers and the agencies in KFL&A that makes a difference in our community. Our mission *"to support and strengthen the organized capacity of our community to care for one another"* could not be achieved without the partnership of all these parties.

As Board Chair, I would like close off with a quote by Margaret Mead that I have always believed is true and witnessed in action this past year.

"Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed it is the only thing that ever has."

Carrie Lagassé
Chair, United Way Board of Directors

Carrie Lagassé

In a year that was challenging for so many, people in our community reached out to their family, friends and neighbours. It is always inspiring to watch a community come together, time and again, in support of a common cause. An army of dedicated volunteers and a small, committed staff team joined forces to bring lasting change in a community with diverse and complex needs.

President & CEO's Report

2009 was a year filled with examples of people helping people, right here in Kingston, Frontenac, Lennox & Addington. It included:

- A record-breaking fundraising campaign, filled with numerous instances of volunteers reaching out to help those in need
- A passionate, dedicated network of agencies providing services day after day to a growing number of clients
- Groups working together to develop local solutions to issues like homelessness, neighbourhood revitalization and early years development
- Volunteers leading the way to ensure accountability and good stewardship of donor dollars
- Labour, government, business and agencies coming together around areas of common interest and concern

It is hard not to feel invigorated and motivated in the midst of such passion and synergy.

Thank you to our donors, our volunteers, the board of directors, campaign cabinet, our partner agencies, our loaned representatives, all our supporters and last, but certainly not least, the United Way staff.

Each and every one of you found the time and the energy to support and participate in a cause you believe in – and for this I thank you all.

Bhavana .

Bhavana Varma
President and CEO, United Way serving KFL&A



Today,
I know we
made a difference.

Fantastic, incredible – you did it again.

In the past year, although challenged by tough economic times, the people of our great community opened their wallets and hearts to help set another record breaking campaign for the United Way serving KFL&A. As a result, our community continues to prosper through the efforts of the United Way and the member agencies we support.

Treasurer's Report



Today,
I was proud to
be involved.

As treasurer, I am pleased to say the United Way serving KFL&A is in a sound financial position thanks not only to increased fund raising but also due to a relentless commitment to managing costs. As an organization we expend only 12% of our revenue on fundraising and administrative costs.

Through challenging times comes the opportunity to address the ever changing needs of our community. The United Way is committed to our mission "To support and strengthen the organized capacity of our community to care for one another". This mission will remain our focus as we explore new and better ways to serve, strengthen and provide value to the community.

2009 was a year in which we witnessed increased funding and support of services and programs. Effective January 1, 2009, the United Way adopted the revised "Financial Statements Concepts" as required by Section 1000 of the Canadian Institute of Chartered Accountants Handbook. As an organization we are committed to adopting proposed accounting changes and reflecting them in our financial statements.

In closing, I would like to say it has been my pleasure to have been associated with such a dedicated team and to personally thank the Finance Committee volunteers, United Way staff and community for making this yet another outstanding year. My five years as treasurer have been a source of great personal pride and I know the organization is looking forward to the challenges and opportunities that will present themselves in 2010.

A handwritten signature in black ink, appearing to read "Ernie Crowe". The signature is fluid and cursive.

Ernie Crowe
Treasurer, Board of Directors

Labour Report



Today,
we're building
partnerships.

2009-2010 Labour Community Services Committee

CHAIR: Peter Boyle, USW Local 343 retiree

MEMBERS:

Brian Brophy, CEP Local 9670 retiree

Joan Jardin, OSSTF District 27

Mike LeBlanc, USW Local 343

Darlene Medhurst, COPE Local 225

Arlie Redmond, CUPE Local 1302

Debi Wells, ETFO

There has been a long history of support and partnership between the Labour movement and the United Way in Canada. The Canadian Labour Congress and the United Way share a common vision for strong, healthy and prosperous communities. The Kingston and District Labour Council and all our member Unions share that history and work closely with the United Way so that our combined voices, networks and resources can make our vision real.

Labour Day kicked off our labour United Way campaign, and I'd like to thank the United Way Campaign Chair Michael Schmitt and President, Bhavana Varma for joining in the parade. I also would like to thank Joan Jardin a member of OSSTF (Ontario Secondary School Teachers Federation) and a Labour Council Executive Board member for her work on the United Way Campaign Cabinet. The 2009 United Way Campaign was successful in exceeding goal and we saw increased participation of union members in their workplace United Way 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. We encourage all Union Locals to have members trained to help refer those with problems beyond the scope of their collective agreements to the agencies best able to support them.

Another element in our partnership is the Workers Help Centre that opened in the fall of 2009 and provides referral services to all union and non-union workers and their families. The Help Centre can refer workers to organizations that can help them through difficult times for whatever reason. Perhaps it is an unemployment or under-employment issue, an EI (Employment Insurance) problem, help with completing forms for a WSIB (Workplace Safety Insurance Board) claim, a housing issue or a financial crisis. Whatever the reason there are services and programs in our community that can help.

It is important that the good work of both our movements continue and thrive. We are partners, joining all those involved in the United Way and the over three million Canadian Labour Congress members in helping people and in building healthier communities.

Peter Boyle
United Steel Workers (USW) Local 343 Retiree
Kingston & District Labour Council Board Member
United Way serving KFL&A Board Member – Labour

United Way serving KFL&A

Honorary Patron of the United Way serving KFL&A

A. Britton Smith

2009-2010 Board of Directors

CHAIR: Carrie Lagassé, RBC Royal Bank

Bud Acton, Retired

Shelley Aylesworth-Spink, Queen's University

Elizabeth Bardon, Hotel Dieu Hospital

Roland Billings, Retired – Novelis Inc.

Christine Blais, INVISTA (Canada) Company

Peter J. Boyle, Kingston & District Labour Council

Peter Clarke, Human Resources Development Canada

Jacquie Costron, Investors Group

Ernie Crowe, Retired – INVISTA (Canada) Company

Brenda Hunter, Limestone District School Board

Marina Lee, Empire Life

Allen Prowse, Providence Care – Mental Health Services

Mark Segsworth, Township of South Frontenac**

Michael Schmitt, Algonquin and Lakeshore Catholic District School Board (Ex-officio)

Allison Tse, Queen's University (Ex-officio)

Bhavana Varma, United Way serving KFL&A, President & CEO (Ex-officio)

**resigned mid-year

Executive Committee

BOARD CHAIR: Carrie Lagassé

Past Chair: Allen Prowse

Vice-Chair: Marina Lee

2nd Vice-Chair: Jacquie Costron

Treasurer/Secretary: Ernie Crowe

Director: Roland Billings

President & CEO: Bhavana Varma

2009-2010 Finance/Audit Committee

CHAIR: Ernie Crowe

Michelle Chatten

Carrie Lagassé

Clara Lambert

Patrick Murphy

Valerie Robb

Mark Segsworth

Bhavana Varma

2009-2010 Resource Committee

CHAIR: Roland Billings

Christine Blais

Peter Clarke

Brenda Hunter

Marina Lee

Bhavana Varma

Governance Committee

CHAIR: Shai Dubey

Marina Lee

Allen Prowse

Carrie Lagassé

Scott Runté

Jim Docherty

Bhavana Varma

2009-2010 United Way Staff

Maura Doyle, Campaign Manager

Kim Hockey, Director Community Investment

Olga Karavai, Database Coordinator

Marg Kubalak, Program Associate

Clara Lambert, Finance Director

Heidi Liu (Contract)

Marie Mackenzie, Director, Campaign

Darlene Medhurst, Director Labour Community Services

Angélique Tamblyn, Administrative Coordinator

Bhavana Varma, President & CEO

Nicola Wheeler, Office Manager

We make a difference every single day

United Way's Community Fund supports a network of agencies that provide vital social services to hundreds of people throughout the region – single parents, abused women, young children and teenagers, the elderly, the physically challenged, the homeless.

This base support of funding provides stability and allows agencies the flexibility to develop and respond to the emerging needs of the communities they serve. It also allows them to make long-term plans, knowing they have a stable source of funding.

In addition to funding through the Community Fund, United Way offers one-time grants to agencies. These grants enable agencies to respond to new emerging needs and issues, often leveraging other sources of funding.

The United Way invests in programs and services that have a wide range of impact:

- building opportunities for children and youth at risk
- reducing barriers and isolation for seniors and people with disabilities
- meeting immediate needs and responding to crisis
- reducing the impacts of homelessness and poverty
- providing support, referrals and access to Information for individuals and families

Based on research and community consultations, United Way focuses its funding on the following priorities: early years, children and youth-at-risk, the impact of poverty and isolation and homelessness.

2009 Member Agencies

Big Brothers Big Sisters KFL&A
Boys & Girls Club of Kingston & Area
Canadian Hearing Society
Canadian Mental Health Association
Canadian National Institute for the Blind
Elizabeth Fry Society
Epilepsy Kingston
Food Sharing Project
Girls Inc
K3C Community Counselling Centres
Kairos
Kingston Home Base Non-Profit Housing
Kingston Interval House
Kingston Literacy
Kingston Military Family Resource Centre
Kingston Youth Shelter
Learning Disabilities Association of Kingston
Lennox & Addington Interval House
Northern Frontenac Community Services
Ontario March of Dimes
Ryandale Shelter for the Homeless
Sexual Assault Centre Kingston
St. John Ambulance Association
St. Vincent de Paul Society
Volunteer & Information Kingston
Youth Diversion Program

2009 Demonstration Grants

Katarokwi Native Friendship Centre
Outreach St. George's Kingston

Over 74,000 people in our community receive help from a United Way funded program or service every year.

List of One-time Grants

United Way distributes grants periodically to meet needs as they are identified. The following grants were given out in 2009. For guidelines and application forms, visit www.unitedwaykfla.ca

Impact Grants

Bereaved Families of Ontario
The Canadian Diabetes Association
Extend-A-Family Kingston
Frontenac Children's Aid Society
Frontenac Community Mental Health Services
Frontenac-Kingston Council on Aging
Hospice Lennox and Addington
Kingston Partners for a Safe Community
Lennox and Addington Family and Children's Services
Lennox and Addington Foster Parent Association
Newburgh United Church
Partners in Mission Food Bank
Seniors Association of Kingston Region
University Hospitals Kingston Foundation

Community Impact Grants

Boys & Girls Club of Kingston & Area – Youth Forum
K3C Community Counselling Centres – Credit Counselling, Gems Summer Groups
Kingston Home Base Non-Profit Housing – Housing Help Conference
Napanee Area Community Health Centre – Food Drive

Priority Needs and Collaborative Grants

Bereaved Families of Ontario
Canadian Hearing Society
The Child Centre – North Frontenac Community Services
Food Sharing Project
Frontenac-Kingston Council on Aging
H'art School of Smiles
Joe Chithalen Memorial Musical Instrument Lending Library
K3C Community Counselling Centres
Kingston Community Health Centres – Better Beginnings for Kingston Children
Kingston Community Health Centres – Backpack/School Supplies Program
Kingston Community Health Centres – Kingston Dental Coalition
Kingston Community Health Centres – Operation Warm Feet
Kingston Employment and Youth Services

Success By 6 Grants

Central Frontenac Community Services
The Child Centre – North Frontenac Community Services
Circle of Friends Daycare
Complex Cooperative Nursery School
Frontenac Children's Aid Society
Helen Tufts Nursery School
Kingston Community Health Centres – Better Beginnings for Kingston Children
KFL&A Public Health – Early Years
Kingston Family YMCA
Kingston Literacy & Skills
Lennox and Addington Resources for Children
Limestone Advisory for Child Care Programs – OEYC
Pathways for Children and Youth
Pladec Day Care Centre
School Readiness Resource Manual and Learning Kits
Something Special Children's Centre

Healthy Community Fund

Once again this year, the United Way partnered with the City of Kingston to administer the Healthy Community Fund (HCF) at no charge to the City. This fund is designed to foster projects that support the health of the community's youth, neighbourhoods, seniors, culture and volunteers. Grants are available under three categories including Community Development, Heritage and Sports & Recreation. United Way volunteers and City councillors carefully reviewed all requests in accordance with HCF criteria and guidelines. This year, \$216,995 was available and 19 projects were funded.

Homelessness Partnering Strategy (HPS) Funding

The Government of Canada, through the Homelessness Planning Strategy (HPS) made available \$328,276 in funding to meet the needs of homeless or at risk individuals as prioritized in the 2006 Community Plan. The committee recommended 4 projects to Service Canada for transitional apartments, renovations and a community support worker.

Winter Warmth Fund

In 2009, the Winter Warmth fund provided energy grants to 125 households in Kingston, Frontenac, Lennox and Addington. This program is jointly funded by Hydro One, Union Gas and the United Way. The goal of the program is to ensure families avoid losing heat and hydro and remain housed during the cold winter months. United Way acts as trustee of the grants and works with Kingston Community Health Centres, Salvation Army- Napanee and Central Frontenac.

Citizens' Review Panel/Community Impact Panel

The United Way provides opportunities to make a difference all year long. Volunteers participate in our Citizens' Review Panel to help invest the money raised during the campaign.

CHAIR: Elizabeth Bardon

2009 Citizens Review Panel Volunteers

PANEL CHAIRS

Cindy Chappell
Jeremy DaCosta
Laurie Newport
Alfred O'Rourke
Natalie Sitt

Sheila Connop
Jack Cooper
Bernadette Dececchi
Mike Degrace
Tara Donovan
Michelle Dorey
Sheryl Ferguson

Steve Newstead
Melissa Raby
Penny Robinson
Gillian Sadinsky
Heather Smith
Jagada Sri
Bonnie Sweet

PANEL VOLUNTEERS

Paul Barrette
Kerri Brockman
Brenda Brown
Mike Brunette
Courtney Butler
Barbara Caldwell

Michele Finney
Mike Hanna
Joan Jardin
Bill Kelly
Lesley McConnell
Laura McKillen
Gerry McLauchlan

Maureen Thompson
Angie Tingren-Watkins
Peter Walker
Ashley Weese
Karen Wolsey
Jacquie Woo
Dianne Wylie

The United Way provides grants six times a year to member and non-member agencies. These grants are reviewed by a committee volunteers.

2009-2010 Capacity Building Committee

CHAIR: Shelley Aylesworth-Spink
Peter Bacon
Jacquie Costron
Martha Forkes

Karen Goose
Lucille Groll
Lesley Kendall
Kathy MacRae
Liza Nelson

Scott Runté
Rémi Straus
Allison Tse
Bhavana Varma
Kim Hockey

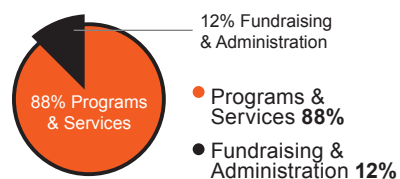
United Way provides opportunities for people to care for one another

Every year, thousands of volunteers come together to raise funds for services that benefit their family, friends and neighbours. Individuals, employees, business, workplaces and labour join forces, united in a common cause – to build a stronger community and demonstrate their spirit of giving. In addition to this, volunteers actively participate in every aspect of the organization.

At the United Way, we promote responsible stewardship of our community's resources. Our fundraising and administration costs are among the lowest in the charity sector. Last year, our campaign and administration expenses were 12%, way below the average spent by not-for-profit organizations.

Our United Way also actively solicits in-kind donations and the support of over 1,800 volunteers to keep expenses as low as possible and ensure that as much as possible of every dollar goes directly to the communities we serve.

United Way is committed to transparency and accountability throughout our organization. United Way serving KFL&A is a member of Imagine Canada's Ethical Code and adheres to the national United Way standards for transparency, accountability and reporting.



Seeing Is Believing

One of the most effective means of sharing the United Way message is the Seeing is Believing Tour. A busload of workplace volunteers go on a behind-the-scenes tour of some of our member agencies, giving them valuable insight into the difference their donations make. In 2009 two bus tours were organized thanks to the City of Kingston, Kingston Transit who provided the buses. In addition to these group tours, eight custom tours were organized.

Volunteer Leadership Development Services

United Way's Volunteer Leadership Development Services (VLDS) 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 2009, there was one customized workshop and five public workshops. Topics included Strategic Planning, Grant Proposal Writing – Intermediate Level and the Board

Governance workshops included Legal Liabilities, Roles and Responsibilities and Financial Stewardship.

Union Counselling

A partnership between the United Way and Kingston & District Labour Council, the Union Counselling program helps workers to find effective solutions and community support. Union counsellors are often the first contact for co-workers with problems.

The Workers Help Centre was introduced in 2009 and is designed to help union and non-union workers. This service benefits those who have lost their jobs due to layoffs, downsizing or closure. The Workers' Help Centre is located in the Steelworkers' Union Centre at 105 Sutherland Drive.

211 is an easy to remember telephone number that provides access to information about a full range of non-emergency social, health and government services in our community. Services are provided by trained information specialists who assess each caller's needs and link them to the best available information or service.

We're working to address the root causes of social issues

Our Community is a vital, vibrant place. Our most pressing needs change from season to season, from year to year. United Way works with the community to identify issues that matter the most to the people of KFL&A, now and in the future.

United Way invests in research to identify the challenges facing our community. We collect data, consult with the community and research best practices to develop reports on issues that we believe are critical in the community.

United Way's **Action for Neighbourhood Change**, a poverty reduction initiative, brings the City and community groups and individuals together to engage residents and revitalize neighbourhoods. By creating a Residents Advisory Group and working with a Community Advisory Group, the United Way facilitates a long-term process to develop leadership in neighbourhoods in Kingston.

ANC – Community Advisory Group

Sherri Agnew – Agnew Food Services
Cynthia Beach – City of Kingston – Commissioner's Office
Sandi Berg – Rotary Club of Cataraqui Kingston
Roland Bilings – Retiree
Lynda Breen – City of Kingston
James Brown – Brown's Fine Food Services

Kim Donovan – Kincore Holdings Limited
Daren Dougall – Youth Diversion Program
Luke Follwell – City of Kingston
Lanie Hurdle – City of Kingston
Carrie Lagassé – RBC Royal Bank Business Banking
Sara Meers – City of Kingston
Gillian Moss – CGA
Todd Pearson – Countrywide Kitchens
Hersh Sehdev – North Kingston Community Health Centre
Mary Smith – Queen's Community
Bhavana Varma – United Way serving KFL&A

Residents Advisory Group

Diane Carter-Robb
Wendy Christopher – United Way serving KFL&A
Debbie Cornwall
Colena Gordanier
Jim Gordanier
Amby Jorgenson
Joan Little
Sandra Miller
Peter Orme
Sharon Orme
Gerry Sears
Wanda Sears

Success By 6

We all know that it takes a community to raise a child. Through Success By 6, funds are distributed to support early childhood development, parenting, transportation and access to programs designed for children 0-6 years, their parents and caregivers.

“Take the time, make the moments matter™”. By working towards making KFL&A child friendly, we hope to increase the time parents and caregivers spend with their children. A “child friendly” focus is designed to heighten awareness about the importance of early childhood learning and care, ensuring that our young children are a priority in our community. Success By 6 Week reminds people in our community about the importance of early years in development.

We believe in a proactive approach. Many of our funded programs support children and youth at risk, with agencies providing preventative services like after-school, mentoring and early intervention programs.

Thanks to our large volunteer force and our strong local partnerships, we keep our fundraising and administration costs at 12 percent.

Success By 6 Council of Partners

The Success By 6 Council of Partners includes representatives from private businesses, government and education. Their commitment is to early development and making KFL&A a child friendly community.

Algonquin and Lakeshore Catholic District School Board, Michael Schmitt and Joanne Fisher

Ambassador Conference Resort, Venicio Rebelo

Assurant Solutions, Kathy Burke, Past Chair and Richard Moore

Bank of Montreal, Lloyd Fleming
Canadian Forces Base Kingston, Col. Rick Fawcett

Children's Aid Society, Ray Muldoon
CHUM Radio Kingston, Greg Hinton

City of Kingston, Lance Thurston and Desirée Kennedy, Past Chair

Correctional Service Canada, Regional Headquarters, Ross Toller

Corus Entertainment, Mike Ferguson
County of Frontenac, Elizabeth Savill, Past Chair

County of Lennox & Addington, Larry Keech
E.I. Dupont Canada Company, David Yake
Empire Life, Les Herr

Hotel Dieu Hospital, Elizabeth Bardon

Invista Canada, Paul Brown

J.E. Agnew Food Services Ltd.,
Leanne O'Mara, Co-Chair

KFLA Public Health, Dr. Ian Gemmill,
Past Chair and Valerie Stenzl

Kingston General Hospital, Leslee Thompson

Kingston Police Chief Stephen Tanner,
Co-Chair and Deputy Chief Bob Napier

Kingston This Week, Ron Drillen

Lennox & Addington Family and Children's Services, Greg Moon

Limestone District School Board,
Brenda Hunter

McDonald's Restaurants of Greater Kingston & Area, Karen Sutherland

Ministry of Community & Social Services,
Ministry of Children & Youth Services,
Rachelle Blanchette

Novelis Specialty Products, Greg Barone
Ongwanada Resource Centre, Robert Seaby

Providence Care, Dale Kenney

Queen's University, Dr. Daniel Woolf

Rogers Radio Group Kingston, John Wright

Royal Bank Corporate Office, Gerry Ethier

Royal Military College, Commodore
W.S. Truelove

St. Lawrence College, Chris Whitaker

TD Canada Trust, Mike Brunette

The Kingston Whig-Standard, Ron Laurin

United Way serving KFL&A, Bhavana Varma

Success By 6 Evaluation & Monitoring Committee

CHAIR: Charlotte Rosenbaum

Laura Austin

Rachelle Blanchette

Laurie Dixon

Mary Jo Dowker

Kim Greek

Kim Hockey

Megan Hughes

Annette Keogh

Kathy MacRae

Ray Peters

Virginia Sheriff

Valerie Stenzl

Bhavana Varma

Success By 6 Resource Allocation Committee

CHAIR: Jacquie Costron

Laurie Dixon

Laura Drouin

Karen Goose

Megan Hughes

Lesley Kendall

Adele Lafrance

Kathy MacRae

Brenda Martin

Leanne O'Mara

Rémi Straus

Allison Tse

Through Success By 6, we are working with individuals and partner groups across the region to make KFL&A child friendly. Through an awareness campaign “Take the Time, Make the Moments Matter”. Success By 6 Week reminds people in our community about the importance of early years in development.

Success By 6 “Making KFL&A Child-Friendly” Committee (Success By 6 Week)

CO-CHAIRS: Julie Brown, Corus Entertainment and Greg Hinton, CHUM Radio Kingston
Bonnie Golomb, Profile Kingston
Brian Dodo, BmDodo Strategic Design
Calvin White, SNAP Kingston
Elizabeth Bardon, Hotel Dieu Hospital
Gillian Sadinsky, deangelis+street+sadinsky
Jen Cameron, BmDodo Strategic Design
Jim Elyot, 98.9 The Drive
Justin Chenier, KFLA Public Health
Karen Sutherland, McDonald’s Restaurants of Greater Kingston & Area
Kelly Wiley, St. Lawrence College
Lisa Ray, Rogers Radio Group Kingston
Liz Savill, County of Frontenac
Mary Jane McLaughlin, Lennox & Addington Resources for Children
Mike Dwyre, The Kingston Whig-Standard
Scott Arsenault, myFM88.7
Shelley Aylesworth-Spink, Queen’s University
Tim Durkin, Lite 104.3 FM
Valerie Stenzl, KFLA Public Health
Bhavana Varma, United Way serving KFL&A
Kim Hockey, United Way serving KFL&A
Angélique Tamblin, United Way serving KFL&A

2009 Success By 6 Week Participants

Agnes Etherington Art Centre
Amhertsview Branch Library
Artillery Park Aquatic & Fitness Centre
Better Beginnings for Kingston Children
Boulevard Cinema
Camden East Library
Canadian Tire, Kingston Centre location
Kingston Central Library
CFB Kingston
Chapters Kingston
City of Kingston
County of Frontenac
County of Lennox & Addington
Cruikshank Construction
Cuba Fest
Garrison Lanes, CFB Kingston
Greater Napanee Indoor Pool
Howe Island Branch Library
KFL&A Public Health - Rolling on the Runway
Kingston Baby and Kid Show
Kingston Military Community Sports Centre
Kingston Publications
Kingston This Week
Lennox & Addington Resources for Children
Limestone Advisory for Child Care Programs
MacLachlan Woodworking Museum
McDonald’s Restaurants of Greater Kingston & Area
Napanee Branch Library
Ontario Early Years Centre
Prost Bowling Centre
Samatva Yoga
The Child Centre, Sharbot Lake
Town of Greater Napanee
WJ Henderson Recreation Centre
Wolfe Island Early Years Centre
Yoga with Perri

2009 Success By 6 Child-Friendly Awards

The following organizations received the Child-Friendly Seal of Approval

Assurant Solutions
Active World Children’s Centre
Ban Righ Centre, Queen’s University
Canadian Forces Base Kingston
Chapters
City of Kingston
Corner Clubhouse Daycare Centre
County of Frontenac
County of Lennox & Addington
Doffer’s Dining Lounge
Epilepsy and Seizure Disorder
Resource Centre of South Eastern Ontario
Frontenac Children’s Aid Society
Invista Centre
J.E. Agnew Food Services Ltd.
Kingston Airport (Norman Rogers Airport)
Kingston Community Health Centres
Kingston Daycare Inc.
Kingston Family YMCA
KFL&A Public Health
Kingston Police
K-Rock Centre
K-Town Physiotherapy
Learning Disabilities Association of Kingston
McDonald’s Restaurants of Greater Kingston & Area
Playdec Daycare Centre
Queen’s Day Care Centre, Queen’s University
Queen’s University
International Centre, Queen’s University
Something Special Children’s Centre
Tortoise & The Hair Kids Cuts
United Way serving KFL&A
University Hospitals Kingston Foundation

We bring people together from all walks of life to build a stronger community

United Way is in a unique position to bring together our community's resources.

Based on research and community consultations, the United Way focuses on the following priorities: early years, children and youth at risk, the impact of poverty and isolation and homelessness.

We continue to build partnerships with community and business leaders and with labour, social service agencies from across the region, and with all levels of government.

The United Way coordinated "**A Place First**", a community plan on homelessness in Kingston. The United Way and the City are working together to implement the recommendations from this plan.

2009-2010 Homelessness Community Leadership Group

CHAIR: Glen Wood, Dupont Canada
Jay Abramsky, Keystone Property Management Inc.
Rosemarie Brisson, Senator Hugh Segal's Office
Michael Brunette, TD Canada Trust
Vivien Chih, CMHC
Peter Clarke, Human Resources Development Canada
Jim deHoop, City of Kingston
Matthew Derbyshire, Clermont Venture Corporation
Anita Frankle, Kingston and the Islands Constituency Office
Ian Gemmill, KFLA Public Health
John Gerretsen, M.P.P. Kingston and The Islands
Blake Halladay, Kingston Community Credit Union
Les Herr, Empire Life
Kim Hockey, United Way serving KFL&A
Gerard Hunt, City of Kingston

Paul Huras, South East LHIN
Carrie Lagassé, RBC Royal Bank
Brian Maloney, Union of Journeymen, Apprentices, Plumbers & Pipe Fitters
Darlene Medhurst, Kingston & District Labour Council
Richard Moore, Habitat for Humanity Board Member/Assurant
Allen Prowse, Providence Care – Mental Health Services
Harvey Rosen, City of Kingston
Gillian Sadinsky, deangelis+street +sadinsky
Senator Hugh Segal
Peter Splinter, Braebury Homes Corporation
Jerry Springer, Kingston Terminal Properties
Chief Stephen Tanner, Kingston Police
Ross Toller, Correctional Service Canada
Bhavana Varma, United Way serving KFL&A
Chris Whitaker, St. Lawrence College

2009 Campaign Chair's Report



Today,
caring for others
is our strength
and our passion.

It is with great pride and gratitude that I write this Report about Campaign 2009; pride in the accomplishment of our goal and gratitude to the volunteers and donors who together, continue to make our communities strong and vibrant.

United Way, Kingston, Frontenac, Lennox & Addington supports over 75,000 people across our region through the provision of services by 85 agencies. Almost one in two people in our region are touched by a United Way agency. It is for this reason that the Campaign Cabinet set the ambitious goal of \$2.82 million for this campaign. Our community asked for this support and we set out to meet this request.

During the course of the 12 week campaign our community donors gave generously through individual donations and through the many workplace campaigns that highlighted the community need. Supporting United Way has become part of the culture in an increasing number of workplaces. Of note, is the growing number of donors who give at the level of Leaders and Friends. This group of individuals continues to increase and form a very important and vital part of our overall campaign strategy.

We set out to raise \$2.82 M and our community responded to this challenge by donating over \$2,930,000!

As Chair of Campaign 2009, I had the privilege of meeting many people from across Kingston, Frontenac, Lennox & Addington; at workplaces, labour halls, agencies and at United Way events. In every venue, I was warmly welcomed and supported for the work that United Way does. What an honour to meet with people who believe in their community. The Campaign would not have surpassed its goal without the tremendous assistance of our 1,800 volunteers who so generously gave of their time. Our loaned representatives were instrumental in assisting the workplace campaigns and I extend my appreciation to them and to their employers. Our media partners provided ongoing support from day one of the campaign and their enthusiasm and commitment to this community is deeply appreciated. The Campaign Cabinet and United Way staff provided necessary leadership and guidance to the Campaign and to me personally and for this I am deeply grateful.

Everyone knew that we faced challenging times when Campaign 2009 began in September 2009. But it was this very challenge that motivated our communities and all those involved, to work hard, to dig deep and find a way to meet our goal. Caring for each other has become our strength and our passion. What a gift it has been to be part of this community campaign. Thank you.

Michael Schmitt
Campaign Chair 2009

2009 Campaign Cabinet

2009 United Way Chairperson

Michael Schmitt - Algonquin & Lakeshore District School Board

2008 Chairperson

Kathy Burke - Assurant Solutions

Labour Liaison

Joan Jardin - Ontario Secondary School Teachers Federation - LDSB

Major Gifts & Leadership

Col. Spike Hazleton - CFB Kingston
Bill Leggett - Queen's Retiree
Gillian Sadinsky - Communications Specialist

Individual Mail

Cathy Dunne - Providence Care Retiree

Business Mail

Alicia Gordon - Gordon's Estate Services

Government Sector

Ross Toller - Correctional Service Canada

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L Col. Louis Cyr - CFB Kingston

Provincial Division

Sergiy Kolosov - Ministry of Health
Dianne Wylie - Service Ontario

Municipal Division

Cynthia Beach - City of Kingston

Manufacturing Sector

Greg Barone - Novelis Inc.

Education Sector

Chris Whitaker - St. Lawrence College

Commercial Sector

Matthew Derbyshire - Clemont Venture Corporation Limited

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Mike Brunette - TD Canada Trust
Gary Croke - Rogers & Trainor Commercial Realty (2009) Inc.

Karen Johnston - Human Resources Professional

Kent Pierson - Royal LePage Pro Alliance Realty

Adam Young - Secker, Ross & Perry

Finance Sector

Les Herr - Empire Life

Finance Division

Bruce Jeffery - RBC Dominion Securities
Richard Moore

Healthcare Sector

Allen Prowse - Providence Care

Healthcare Division

Daren Dougall - Youth Diversion
Allen Katz - HCN Shared Support Services Southeastern Ontario
Alfred O'Rourke - St. Lawrence Place Retirement Home

Honorary Patron, United Way serving KFL&A: A. Britton Smith

Donors rise to Smith-Homestead Challenge

Leadership Giving, gifts of \$1,000 or more, is the fastest growing part of our annual campaign. In 2009, Leaders of the Way represented 26% of the total achievement. A large contributor to this growth was the Smith-Homestead Charitable Foundation Leadership Challenge Grant, which matched new and increased leadership gifts.

Thanks to this very generous grant, an additional \$275,000 was raised over the past two years.

2009 Leaders of the Way

Donations from Friends of the Way (\$500 – \$999) and Leaders of the Way (\$1,000+) made up 39% of the 2009 Campaign, raising \$1,200,000.

Philanthropists (\$25,000 +)

A. Britton Smith

Patrons (\$10,000 - \$24,999)

Elaine & Michael Davies,
The Davies Charitable
Foundation
Rene & Cheryl Doornekamp
Peter & Frances Splinter
John & Diana Weatherall

GCWCC Patrons** (\$10,000 - \$24,999)

Erin McCormick &
Douglas Mason

Pacesetters (\$5,000 - \$9,999)

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McCracken
Dr. Russell & Sandra Boyce
John & Nancy Burge
Mike Fitzpatrick
Doug & Penny Hogeboom
Dr. H. Murray & Mr. D. Bruce
Dr. Carol A. White
Margaret Zakos
2 Anonymous Pacesetters

GCWCC Pacesetters** (\$5,000 - \$9,999)

1 Anonymous GCWCC
Pacesetter

Builders (\$2,000 - \$4,999)

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Mark & Tracy Airhart
Jack & Maritza Bailey
Nicholas & Martha Bala
Elizabeth A. Bardon
James & Jane Bayly
Lorna C. Boag
Dr. Maureen Briscoe
Dr. Elizabeth A. Brown
Kathy Burke & Family
Bernard Burkom
Cheryl Clarke
Richard Cleaver
Dr. William Corbett
Dr. James Day
W.T. & M.C. Depew
Dr. John Drover
Dr. Paul Dungey
Cathy Dunne
Sheila Dyne
Dr. Martin H. Edwards
Albert & Christa Fell
Walter Fenlon & Linda Ann Daly
W. Craig Ferguson

Ian M. Fraser & Janine M.
Schweitzer
Teresa & Edward Gibson
Mary Graham
Carl & Elizabeth Hamacher
Willa Henry
Les Herr & Susan Nicholson
Sheila & Peter Kingston
Marcel & Judith Labbé
Clara Lambert
Andrea Lawn & Bruce
Anderson
Janice Minifie-LeClair &
John LeClair
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Geoff Lockwood &
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Helen Robinson
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Jean & Bernard Trotter
Peter & Anne Trousdale
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George Wattsford
Roger & Kathrine Wilson
John & Kim Wright
Thomas J. Zakos
10 Anonymous Builders

GCWCC Builders** (\$2,000 - \$4,999)

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Timothy Byrne
B. Kain & E. Eisenhauer
Nancy Stableforth
1 Anonymous GCWCC Builder

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

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Dr. Vivian C. Abrahams
Roger Allen
Gavin Anderson
Len Anderson
Diane C. Arthur
David Athersych
Shelley Aylesworth-Spink
Peter & Bev Bacon

**Government of Canada Workplace Charitable Campaign

United Way funded 104 critical programs & services in member agencies and community organizations.

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Beverley Baines	Rob & Denise Cumming	T.C. Nicholas Graham	Grace Kennedy
Gordon Bale	Robert & Linda Dalrymple	Janis & Alan Grant	Russell & Marjorie Kennedy
Dr. D. Bardana	Peggy & Ted Davidson	Susan Greaves	Dale & Lorraine Kenney
Greg Barone	Peter & Lucille Davies	Dr. Mike & Mrs. Martina Green	Shawn Kimber
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Brent Barr	Louann & Morris den Otter	James & Joan Handforth	Frank Kontos
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77 Anonymous Leaders

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(\$1,000 - \$1,999)**

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9 Anonymous GCWCC
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Friends of the Way (\$500 - \$999)

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Michael Patterson
Michael Paynter
Bohumir Pazderka
Diane Pearce
Linda Peever

When you give to the United Way, you can be rest assured that
your gift will be invested wisely where it can have the most impact.

Chris Phippen
Lisa Phippen
Steven Phippen
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Theda Pretsell
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Sandra White
Dr. Lola Cuddy & Dr. Mel Wiebe
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Martin Woock
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Dianne Wright
Kelley Wright
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Allen Prowse
Michael Schmitt

The donor listings in this Annual Report reflect gifts reported to the 2009 Campaign at the time of this publication. We apologize for any omissions or incorrect information. Please contact United Way at 613-542-2674 if you notice any misinformation so that we may promptly correct it.

2009 Campaign

Caring Corporations

Thank you to the corporations in the Kingston, Frontenac, Lennox & Addington area for their tremendous support and leadership. The following companies generously donated corporate gifts in 2009:

\$50,000 & over

Empire Life
Homestead Land Holdings Limited

\$25,000 - \$49,999

Assurant Solutions

\$10,000 - \$24,999

BMO Bank of Montreal
DuPont Canada
Lafarge Canada Cement
Morven Construction Limited
Novelis Incorporated
NPIF Kingston CoGen Corporation
RBC Royal Bank

\$5,000 - \$9,999

CIBC
Costco
Goodyear Canada Incorporated
Great West Life Assurance Company
INVISTA (Canada) Company
Kingston Community Credit Union

Kingston Frontenacs; Norm, Douglas & Michael Springer

Robinson Solutions (Kingston) Incorporated
The Kingston Whig-Standard

\$1,000 - \$4,999

Andola Fibres Limited
Bell
Best Buy
CALIAN
Canadian Tire Catawaqui
Clermont Venture Corporation Limited
Corus Entertainment Incorporated
Cunningham, Swan, Carty, Little & Bonham LLP
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Kingston Dodge Chrysler
Maitland Consulting Incorporated
McIntosh Perry Consulting Engineering Limited
Ontario Power Generation
Open Text Corporation
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Peter J. Gibson Professional Corporation
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Thomson Jemmett Vogelzang Insurance Centre
Union Gas Limited
Unity Savings & Credit Union
Versatarm Incorporated
Wurphy Physicians Incorporated
XCG Consultants Limited

Foundation Gifts

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

J. P. Bickell Foundation
Fondation J. Armand Bombardier
Britton Smith Foundation
The Davies Charitable Foundation
The Molson Donations Fund
Gill Ratcliffe Foundation
RBC Foundation
Religious Hospitallers of St. Joseph
Sisters of Providence of St. Vincent de Paul
Dr. Samuel S. Robinson Charitable Foundation

Spirit of Community Awards

To organizations that reached out to the broader community.

Cataraqui Town Centre
CFB Kingston
Chum Radio Kingston
Cineplex Odeon
City of Kingston
Corus Entertainment Incorporated
Downtown Kingston BIA
Goodyear Canada incorporated
Kingston & District Labour Council
Kingston Frontenacs
LCBO
Limestone District School Board
Ontario Public Sector
Queen's University Students
Royal Canadian Mounted Police
Royal Military College
United We Curl

2009 Campaign Awards

The United Way annual campaign raised \$2,930,000 million in 2009. Workplace campaigns make up 85% 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 Team Awards

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

CFB Kingston
Correctional Service Canada
Empire Life
Goodyear Canada 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
Canadian Defence Academy

CFB Kingston
City of Kingston
Correctional Service Canada
DuPont Canada
Empire Life
Goodyear Canada Incorporated
Homestead Land Holdings Limited
INVISTA (Canada) Company
Kingston General Hospital
LCBO
Limestone District School Board
Millhaven Institution
Ministry of Health
Novelis Global Technology Centre
Novelis Specialty Products
Providence Care
Queen's University
RBC Royal Bank
Royal Military College

Platinum Awards

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

Boys & Girls Club of Kingston & Area
Collins Barrow SEO LLP
Elizabeth Fry Society
Homestead Land Holdings Limited
HSBC
Investors Group
K3C Community Counseling Centres
Kingston Community Credit Union
KPMG LLP

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

Ministry of Children & Youth Services,
Youth Justice Services
Ministry of Training, Colleges and
Universities
Novelis Global Technology Centre
NPIF Kingston CoGen Corporation
Ontario March of Dimes
Parker & Associates, Incorporated
RBC Royal Bank - Sydenham
RCSC Staff College
Reliance Home Comfort
St. Joseph & St. Mary Separate School
Thompson Rosemount Group
United Parcel Service
United Way serving KFL&A
University Hospitals Kingston Foundation
Windmills
Youth Diversion Program

Gold Awards

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

Canadian Hearing Society
Citibank Canada
CORCAN
Costco
DuPont Canada
Future Shop Limited
J. E. Horton Public School
James Reid Limited
Kairos
Kaymar Rehabilitation
KFL&A Public Health
Kingston Home Base Housing

Norr Limited
Novelis Specialty Products
RBC Royal Bank - 65 Princess Street
RBC Royal Bank - Golden Mile Road
Rideau Public School
Ryandale Shelter
Sensient Colors Canada Limited
Sun Life Financial

Spirit Awards

Employee campaigns in workplaces
with 3 to 5 employees, 100%
participation and a minimum of \$50 per
capita.

Big Brothers Big Sisters of Kingston,
Frontenac, Lennox & Addington
Canadian Mental Health Association
Epilepsy Kingston
Girls Incorporated of Limestone, Algonquin
and Lakeshore
Learning Disabilities Association of
Kingston
St. Vincent de Paul Society

Most Improved Awards

Employee campaigns within each
workplace sector with the greatest
increase in their annual campaign
year over year.

Algonquin & Lakeshore Catholic District
School Board
City of Kingston
Correctional Service Canada
Cruikshank Construction Limited

Empire Life
Kingston Community Health Centres
LCBO
Ministry of Government Services
NPIF Kingston CoGen Corporation
South East Community Care Access
Centre
Sun Life Financial

Freshman Awards

Workplaces that have run an employee
campaign for the first time.

Clermont Venture Corporation Limited
CMC Microsystems Incorporated
Kingston City Police
Parker & Associates, Incorporated
Rogers & Trainor Commercial Realty
(2009) Inc.
Scott Environmental Group Limited
Sysco

Team Spirit Awards

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

Best Buy
CFB Kingston
Investors Group
K3C Community Counseling Centres
Ministry of Environment
Ongwanada
Robinson Solutions (Kingston) incorporated
St. Lawrence College
Utilities Kingston

Labour Awards

For Unions who increased both their support and participation in workplace campaigns.

Canadian Union of Public Employees
Local 1974 & 1302

Kingston and District Labour Council
Ontario Public Service Employees Union
Local 444

Union of Solicitor General Employees
United Steelworkers Local 343

The "G" Award

This award was introduced in 2008 to celebrate K-Rock DJ Glenn (G) Williams, a huge supporter of the United Way. This is given annually to a United Way volunteer demonstrating greatness of community spirit.

This year, the award goes to Michele Finney from Hydro One. Michele started Day of Caring in 2000, chairing the committee every year since. The event has grown from 8 volunteers and 5 agencies in the first year to 190 volunteers from 26 workplaces last year. Michele also chairs the Hydro One United Way campaign for her region. She volunteers on our Citizen's review panel and at Fare for Friends.

***Leaders of the Way are individuals who donate \$1,000 or more to the annual campaign.*

Workplace Leadership Awards

These awards will be given to workplaces with 5 or more **Leaders of the Way. Leadership giving constitutes 26% of the annual campaign.

Ruby Leadership Award

40+ LEADERS OF THE WAY

Queen's University

Emerald Leadership Award

25 TO 40 LEADERS OF THE WAY

Empire Life

Diamond Leadership Award

10 TO 24 LEADERS OF THE WAY

CFB Kingston

City of Kingston

Correctional Service Canada

Limestone District School Board

Providence Care

RBC Royal Bank

Royal Military College

Sapphire Leadership Award

5 TO 9 LEADERS OF THE WAY

CIBC Wood Gundy Incorporated

DuPont Canada

GCWCC Retirees

Goodyear Canada Incorporated

Kingston General Hospital

Novelis Global Technology Centre

Novelis Specialty Products

NPIF Kingston CoGen Corporation

2009 Campaign Sponsors

We gratefully acknowledge the support of the following organizations who sponsored events and services for the 2009 Campaign:

Ambassador Conference Resort

Assurant Solutions

Bell

Beyond Time Media

BmDodo Strategic Design

Calian

Cineplex Odeon

Confederation Place Hotel

Go Courier

Holiday Inn Kingston

Investors Group

Kingston Frontenacs

Kingston Transit

Limestone District School Board

Pan Chanco Bakery

TD Bank Financial Group

The UPS Store

Tyroute Communications Incorporated

Banner Sponsors

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

Algonquin & Lakeshore Catholic District
School Board

Assurant Solutions

BmDodo Strategic Design

United Way mobilizes community resources through planning and resource development.

Bombardier Total Transit Incorporated
Calian
CFB Kingston
Empire Life
Freedom 55 Financial
K3C Counseling Centres
Kingston Community Credit Union
Kingston Economic Development Corporation
Kingston General Hospital
Kingston and District Labour Council
Lafarge Canada Cement
Limestone District School Board
Ontario Power Generation
Queen's University
Southeast Community Care Access Centre
Sun Life Financial
TD Canada Trust
Union Gas Limited

2009 Loaned Representative Program Sponsors

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

Assurant Solutions, Cathy Christmas
CFB Kingston, Pierre-Luc Rivard, Joseph Fuchs, Sean McGovern and Colin Toms
City of Kingston, Rhonda Mahoney
Correctional Service Canada, Tim Byrne
Goodyear Canada Incorporated, Mike Givens and Paul Meyers
KGH/CUPE Local 1974, Bill Hossack
Ministry of Government Services, Sandi Wilde

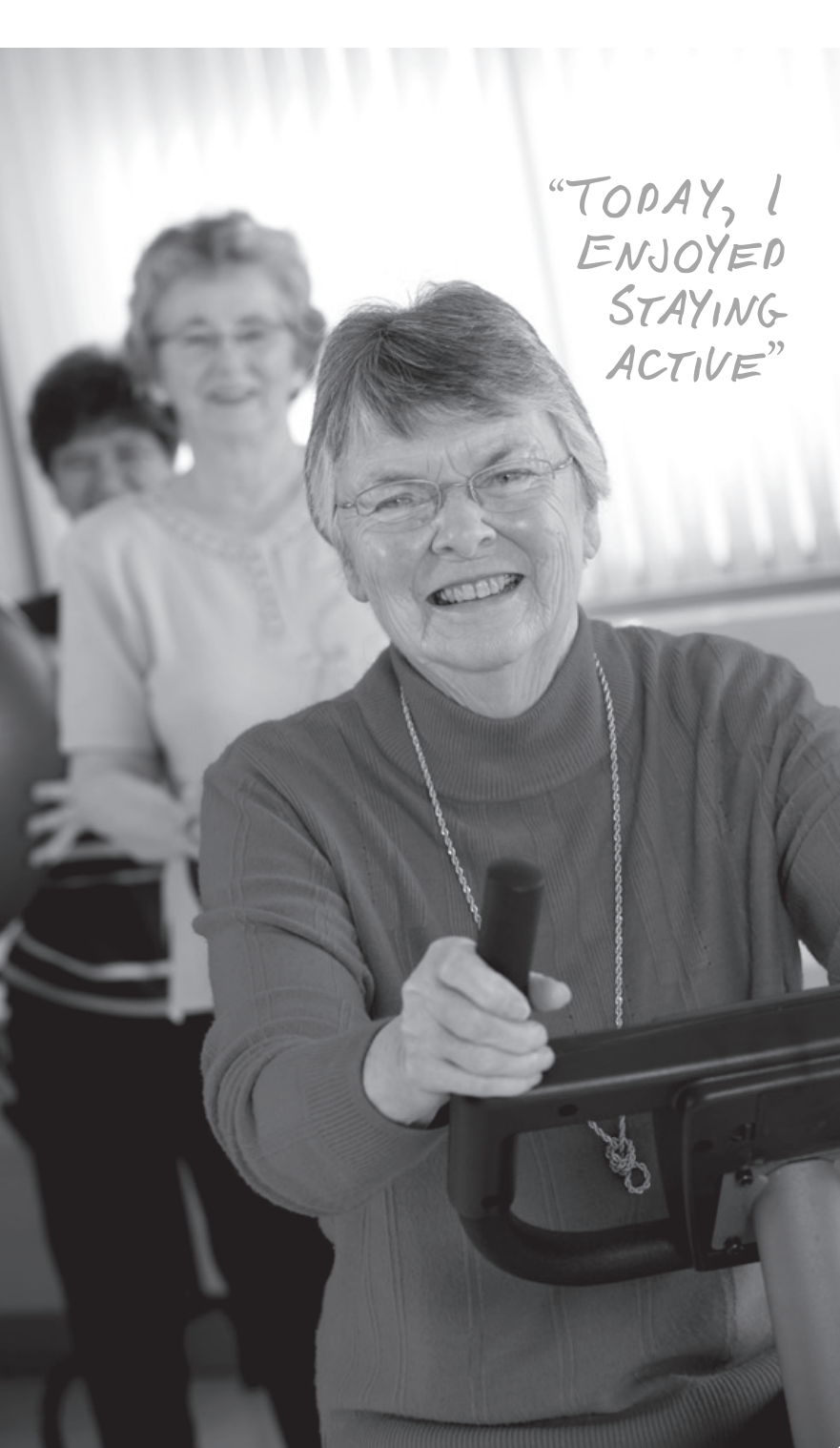
Media Partners

The United Way is deeply grateful for the outstanding support and commitment to the community demonstrated by local media. Their generosity is much appreciated.

We gratefully acknowledge the tremendous support of our local media partners.

CHUM Radio Kingston
TVCogeco Kingston
Corus Entertainment
Kingston Life
Kingston Publications
Kingston This Week
myFM 88.7
The Kingston/Frontenac EMC
The Kingston Whig-Standard
The Napanee Beaver
The Napanee Guide
Profile Kingston
Rogers Radio Group Kingston
SNAP Kingston





*“TODAY, I
ENJOYED
STAYING
ACTIVE”*

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.

Together, we will bring lasting, positive change
to help people live with hope, dignity and a sense of belonging

Eternity Fund Donors

Bud Acton
Assurant Solutions
Paul Banfield
Natalie Blades
William Cookman
Mr. & Mrs Gerry Cuppage
Peggy & Ted Davidson
Mike Deschesne
William Drew
Empire Life
Ian M. Fraser
Ruby Garrow
Marsha Gormley
Heather Green
Robert M. James
Lynn King
Janet Lee
Katherine & Paul Manley
Patricia McNeill
Mariella Morrin
Margaret Nesbitt
Novelis Global Technology Centre
Novelis Specialty Products
Margaret Rhodes
Hilary Richards
Mr. & Mrs. Stephen Roughton
Chris Rumball
Mary-Alice Thompson
Bhavana Varma
Rakesh Varma
David I. Wanklyn

Bequests

Estate of Charlotte Abbott
Estate of Emma Clench
Estate of Eleanor Crossman
Estate of Gelindo De Re
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
Estate of Brendan Savage
In Memory of Wes Alkenbrack
In Memory of Betty Aulis
In Memory of Madison Banting
In Memory of Paula Beaubien
In Memory of John Blanchard
In Memory of June Buckingham
In Memory of Clayden Cameron
In Memory of Alex Campbell
In Memory of Bridget Carmichael
In Memory of Mary Cassidy
In Memory of Lori Chowen
In Memory of Beberly Clancy
In Memory of Joan E. Copping
In Memory of Matthew Dawe
In Memory of Dr. Peter A. Darbyshire
In Memory of Matthew Docherty
In Memory of Oliver Doyle
In Memory of Peter Dyne
In Memory of Catherine Edwards
In Memory of Hugheen Ferguson
In Memory of Henry A.T. Fleming
In Memory of Mrs. Freeman
In Memory of Jack Gelder
In Memory of W.H. Gormley

In Memory of Vivian Griffith
In Memory of Anne Jansen
In Memory of Leslie Joyce
In Memory of Ken Kirkham
In Memory of Manford Larmon
In Memory of Megan Lloyd-Watts
In Memory of Darryl F. MacDermaid
In Memory of Helen MacGregor
In Memory of Angus McDonell
In Memory of George McGowan
In Memory of Pamela McGuire
In Memory of Joseph McKendry
In Memory of Mr. & Mrs. Harold McLennan
In Memory of Mr. Joe Melo
In Memory of Bert Meunier
In Memory of William E. Miklas
In Memory of Jessica Miksa
In Memory of Mary Morton
In Memory of Margaret North
In Memory of Lilian Piercy
In Memory of Doris Reid
In Memory of K. Jean Richardson
In Memory of Ian Ross
In Memory of Ian Samuel
In Memory of Mr. & Mrs. John Savigny
In Memory of Ellen Shepherd
In Memory of Mark Slater
In Memory of Ella Smith
In Memory of Dr. Peter Smith
In Memory of Katherine Splinter
In Memory of Godfrey L. Spragge
In Memory of Mr. & Mrs. Mac Storey
In Memory of Ethel Sutton
In Memory of Lou Tepper
In Memory of Bonnie Thomas
In Memory of Daniel Townsend
In Memory of Mr. Varol



"Today, I feel empowered"



Financial Report

Table of Contents

Auditors' Report	36
Financial Statements	
Statement of Financial Position - Assets	37
Statement of Financial Position - Liabilities and Fund Balances	37
Statement of Changes in Fund Balances	38
Statement of Operations	39
Statement of Cash Flows	40
Summary of Significant Accounting Policies	41
Notes to Financial Statements	43
Schedule 1 - Administration, Fundraising and United Way Programs Expenditures	52
Schedule 2 - Community Impact Initiatives	52

2009 Auditors' Report

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

United Way serving
Kingston, Frontenac,
Lennox & Addington
Financial Statements
For the year ended
December 31, 2009

We have audited the statement of financial position of organization as at December 31, 2009 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 the organization as at December 31, 2009 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 SED LLP

Chartered Accountants
Licensed Public Accountants
Kingston, Ontario
March 4, 2010

Statement of Financial Position

United Way serving Kingston, Frontenac, Lennox & Addington

December 31

2009

2008

	Restricted Funds			Total	Total
	Operating Fund	Endowment Fund	Community Impact Initiatives		
Assets					
Current					
Cash and bank (Note 4)	\$ 529,253	\$ 110,041	\$ -	\$ 639,294	\$ 531,787
Short-term investments (Note 5)	1,535,341	-	-	1,535,341	1,517,974
Pledges receivable (Note 6)	247,385	-	-	247,385	274,907
Accounts receivable	7,365	-	-	7,365	35,747
Due from restricted funds	42,697	-	-	42,697	40,545
Inventory	576	-	-	576	638
Prepaid expenses	17,838	-	901	18,739	7,880
	2,380,455	110,041	901	2,491,397	2,409,478
Long-term investments (Note 7)	169,941	489,925	-	659,866	664,823
Capital assets (Note 8)	42,681	-	-	42,681	50,457
	\$ 2,593,077	\$ 599,966	\$ 901	\$ 3,193,944	\$ 3,124,758
Liabilities and Fund Balances					
Current					
Accounts payable and accrued liabilities (Note 9)	\$ 538,634	\$ -	\$ -	\$ 538,634	\$ 499,236
Monies held in trust (Note 10)	4,800	-	-	4,800	172,605
Due to operating fund	-	41,796	901	42,697	40,545
Deferred contributions non-campaign	1,070	-	-	1,070	175
Deferred campaign revenue (Note 11)	1,404,714	-	-	1,404,714	1,277,395
	1,949,218	41,796	901	1,991,915	1,989,956
Fund balances					
Invested in 417 Bagot Group (Note 7)	\$ 169,941	\$ -	\$ -	\$ 169,941	\$ 163,118
Invested in capital assets (Note 12)	42,681	-	-	42,681	50,457
Reserves (Note 13)	430,000	-	-	430,000	430,000
Externally restricted	-	576,872	-	576,872	576,059
Internally restricted	-	(18,702)	-	(18,702)	(71,649)
Unrestricted	1,237	-	-	1,237	(13,183)
	643,859	558,170	-	1,202,029	1,134,802
	\$ 2,593,077	\$ 599,966	\$ 901	\$ 3,193,944	\$ 3,124,758

On behalf of the Board:



Director



Director

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

Statement of Changes in Fund Balances

United Way serving Kingston, Frontenac, Lennox & Addington

For the year ended December 31

2009

2008

	Restricted Funds			Total	Total (Restated)
	Operating Fund	Endowment Fund	Community Impact Initiatives		
Fund balances, beginning of year					
As previously reported	\$ 542,292	\$ 504,410	\$ -	\$ 1,046,702	\$ 1,271,726
Correction of an error in prior period (Note 2)	88,100	-	-	88,100	-
Change in accounting policy (Note 3)	-	-	-	-	(366,021)
As restated	630,392	504,410	-	1,134,802	905,705
Excess of revenue over expenditures					
(expenditures over revenue) for the year	328,923	33,760	(295,456)	67,227	229,097
Inter-fund transfers (Note 14)	(315,456)	20,000	295,456	-	-
Fund balances, end of year	\$ 643,859	\$ 558,170	\$ -	\$ 1,202,029	\$ 1,134,802

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

Statement of Operations

United Way serving Kingston, Frontenac, Lennox & Addington

	2009			2008	
	Operating Fund	Restricted Funds		Total	Total
		Endowment Fund	Community Impact Initiatives		(Restated)
Revenue					
Campaign revenue (Note 15)	\$ 2,877,219	\$ -	\$ -	\$ 2,877,219	\$ 2,788,230
Funds transferred from other United Ways	20,208	-	-	20,208	23,139
Funds transferred to other United Ways	(8,802)	-	-	(8,802)	(8,392)
Community special events	98,122	-	-	98,122	85,705
Gross campaign revenue	2,986,747	-	-	2,986,747	2,888,682
Pledge loss (Note 16)	(98,221)	-	-	(98,221)	21,628
Net campaign revenue	2,888,526	-	-	2,888,526	2,910,310
Areas of service designations (Note 17)	151,936	-	-	151,936	156,979
Donations	-	814	11,080	11,894	102,722
Investment income (loss)	22,731	61,718	-	84,449	(5,303)
Other revenue (Note 15)	2,786	-	-	2,786	3,053
Program grants	27,331	-	-	27,331	6,500
Total revenue	3,093,310	62,532	11,080	3,166,922	3,174,261
Expenditures					
Allocations and programs					
Communications and awareness project	-	-	19,891	19,891	19,762
Donor choice designations	534,083	-	-	534,083	543,913
Program grants	1,665,557	22,190	48,440	1,736,187	1,629,483
United Way programs (Schedule 1 and 2)	211,714	-	238,205	449,919	357,579
	2,411,354	22,190	306,536	2,740,080	2,550,737
Operations					
Community special events	24,841	-	-	24,841	25,479
Fundraising (Schedule 1)	335,015	-	-	335,015	372,337
Investment management fee	-	6,582	-	6,582	6,086
Total expenditures	2,771,210	28,772	306,536	3,106,518	2,954,639
Income from joint venture (Note 7)	6,823	-	-	6,823	9,475
Excess of revenue over expenditures					
(expenditures over revenue) for the year	\$ 328,923	\$ 33,760	\$ (295,456)	\$ 67,227	\$ 229,097

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

Statement of Cash Flows

United Way serving Kingston, Frontenac, Lennox & Addington

For the year ended December 31	2009	2008
		(Restated)
Cash flows from operating activities		
Excess of revenue over expenditures for the year	\$ 67,227	\$ 229,097
Adjustments for items not involving cash		
Amortization of capital assets	13,316	10,718
Income from joint venture (Note 7)	(6,823)	(9,475)
Loss on disposal of capital assets	961	5,206
	<u>74,681</u>	<u>235,546</u>
Changes in non-cash working capital balances		
Pledges receivable	27,522	(138,781)
Accounts receivable	28,382	(27,738)
Inventory	62	(391)
Prepaid expenses	(10,859)	6,636
Accounts payable and accrued liabilities	39,398	83,254
Monies held in trust	(167,805)	77,535
Deferred contributions non-campaign	895	(961)
Deferred campaign revenue	127,319	(36,209)
	<u>119,595</u>	<u>198,891</u>
Cash flows from investing activities		
Net increase (decrease) in long-term investment	11,780	(1,471)
Purchase of capital assets	(6,501)	(41,657)
	<u>5,279</u>	<u>(43,128)</u>
Increase in cash and cash equivalents, during the year	124,874	155,763
Cash and cash equivalents, beginning of year	2,049,761	1,893,998
Cash and cash equivalents, end of year	\$ 2,174,635	\$ 2,049,761
Represented by		
Cash and bank - Operating Fund	\$ 529,253	\$ 489,475
Cash and bank - Endowment Fund	110,041	42,312
Short-term investments	1,535,341	1,517,974
	<u>\$ 2,174,635</u>	<u>\$ 2,049,761</u>

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

Summary of Significant Accounting Policies

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

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.

The estimates 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 Community Impact Initiatives.

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 (loss) less costs.

The *Community Impact Initiatives Fund* supports a variety of United Way initiatives that help people to develop their potential

for self sufficiency and personal well being. This fund accounts for the operating activities of these initiatives. In 2009, the initiatives were Success By Six, Leadership Development, Homelessness, 211 Program and Action for Neighbourhood Change.

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 net realizable value. 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
or 10 years straight-line basis

Telephone system

30% diminishing balance basis

Summary of Significant Accounting Policies

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

Computer equipment

30% diminishing balance basis
or 2 to 3 years straight-line basis

Computer software

2 years straight-line basis

Leasehold improvements

10 years straight-line 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 of the current year is 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. Allowances are provided for amounts estimated to be uncollectible. 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 and Services

Volunteers contribute a substantial number of hours each year to assist the organization in carrying out its activities. Because of the difficulty of determining 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

All financial assets and liabilities are 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 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 statement of operations.

The organization has classified all financial assets as loans or receivables, with the exception of cash and bank, short-term investments and long-term investments. Cash and bank, short-term investments and long-term investments have been classified as held-for-trading. Gains and losses are recognized in investment income in the period in which they arise. The organization has classified all financial liabilities as other liabilities.

The organization assesses at each balance sheet date whether a financial asset carried at cost is impaired. If there is objective evidence that an impairment loss exists, the amount of the loss is measured as the difference between the carrying amount of the asset and its fair value. The carrying amount of the asset is reduced and the amount of the loss is recognized in investment income.

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

1. Financial Statement Presentation

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

2. Correction of an Error in Prior Period

The organization has determined that grants payable calculated during 2008 was overstated. As a result of the adjustment, the following financial statement items as at December 31, 2008 have been increased (decreased) in the Operating Fund by the following amounts.

Statement of financial position as at December 31, 2008

Accounts payable and accrued liabilities	\$ (88,100)
Unrestricted fund balance	\$ 88,100

Statement of operations for the year ended December 31, 2008

Expenditures	
Program grants	\$ (88,100)
Excess of revenue over expenditures	\$ 88,100

3. Change in Accounting Policy

Effective January 1, 2009, the organization adopted the revised "Financial Statement Concepts" as required by Section 1000 of the CICA Handbook on a retroactive basis. Under this revised standard, the deferral of fall campaign expenditures to be recognized in the following fiscal year is no longer permitted. These deferred campaign expenditures do not meet the definition of an asset as they do not embody a capacity to contribute to future net cash flows or provide future services. Campaign expenditures must be recorded as an expense in the period incurred. As a result of the change in accounting policy, the following financial statement items as at January 1, 2008 and as at December 31, 2008 have been increased (decreased) in the Operating Fund by the following amounts.

Statement of financial position as at January 1, 2008

Deferred campaign revenue	\$ 366,021
Unrestricted fund balance	\$ (366,021)

Statement of financial position as at December 31, 2008

Deferred campaign revenue	\$ 22,704
Unrestricted fund balance	\$ (22,704)

Statement of operations for the year ended December 31, 2008

Revenue	
Campaign revenue	\$ 15,067
Other revenue	1,611
	<u>16,678</u>
Expenditures	
Community special events	2,302
Fundraising	37,080
	<u>39,382</u>
Excess of expenditures over revenue	\$ (22,704)

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

4. Cash and Bank

The organization's bank accounts are held at one chartered bank. The bank accounts earn no interest.

5. Short-term Investments

	2009	2008
Royal Premium Money Market Fund	\$ 1,292,802	\$ 934,393
RBC Guaranteed Investment Certificates - 2.10% maturing in October 2009	-	150,716
RBC Guaranteed Investment Certificates - 1.30% maturing in December 2009	-	200,214
RBC Guaranteed Investment Certificates - 4.25% maturing in September 2009	-	232,651
RBC Guaranteed Investment Certificates - 4.25% maturing in September 2010	242,539	-
	\$ 1,535,341	\$ 1,517,974

6. Pledges Receivable

	2009	2008
Preceding year's campaign	\$ 314,385	\$ 304,907
Less allowance for pledge losses	(67,000)	(30,000)
	\$ 247,385	\$ 274,907

7. Long-term Investments

Operating Fund

The organization 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 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, 2009. The following information represents the organization's one third interest:

	2009	2008
Assets		
Cash	\$ 24,971	\$ 23,176
Accounts receivable	879	549
Prepaid expenses	-	256
Due from related parties	707	915
Capital assets	229,436	238,544
	\$ 255,993	\$ 263,440

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

7. Long-term Investments (continued)

	2009	2008
Liabilities and co-tenants' capital		
Accounts payable and accrued liabilities	\$ 2,077	\$ 3,241
Long-term debt	83,975	97,081
Co-tenants' capital	169,941	163,118
	\$ 255,993	\$ 263,440
Excess of revenue over expenditures		
Revenue	\$ 52,667	\$ 52,198
Expenditures	45,844	42,723
	\$ 6,823	\$ 9,475
Cash provided by (used in)		
Operating activities	\$ 14,902	\$ 18,227
Financing activities	(13,107)	(12,317)
Investing activities	-	-

There are no significant differences in accounting policies between 417 Bagot Group and the organization.

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

	2009	2008
Contributions since commencement	\$ 146,086	\$ 146,086
Gain in earnings since commencement	23,855	17,032
	\$ 169,941	\$ 163,118

The three participants in the joint venture are jointly and severally liable for a mortgage on the property. As at December 31, 2009, the principal balance of the mortgage was \$251,929.

Endowment Fund

	2009	2008
RBC Guaranteed Investment Certificates - 1.50% maturing in December 2009	\$ -	\$ 66,779
Investments held with the Community Foundation for Kingston & Area	489,925	434,926
	\$ 489,925	\$ 501,705

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

8. Capital Assets

	2009		2008	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Furniture and equipment	\$ 76,032	\$ 55,195	\$ 76,032	\$ 53,399
Telephone system	36,146	35,741	36,146	35,567
Computer equipment	115,396	98,893	115,427	92,468
Computer software	12,283	10,917	10,462	10,462
Leasehold improvements	8,999	5,429	8,999	4,713
	\$ 248,856	\$ 206,175	\$ 247,066	\$ 196,609
Net book value		\$ 42,681		\$ 50,457

During the year, the organization acquired \$6,501 (2008 - \$41,657) of capital assets for cash.

9. Accounts Payable and Accrued Liabilities

	2009	2008
Accounts payable and accrued liabilities	\$ 23,897	\$ 28,289
Donor designations	354,637	382,280
Grants payable	160,100	88,667
	\$ 538,634	\$ 499,236

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 Healthy Community Fund. The services include:

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

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

10. Monies Held In Trust (continued)

	<u>2009</u>	<u>2008</u>
Opening balance	\$ 172,605	\$ 95,070
Receipts	-	167,805
Disbursements	<u>(167,805)</u>	<u>(90,270)</u>
Ending balance	<u>\$ 4,800</u>	<u>\$ 172,605</u>

11. Deferred Campaign Revenue

Pursuant to the accounting policy, campaign revenue relating to the 2009 campaign has been deferred to 2010 and will be used to fund allocations to agencies during that year.

12. Invested in Capital Assets

The net assets invested in capital assets consists of:

	<u>2009</u>	<u>2008</u>
Capital assets, net	\$ 42,681	\$ 50,457
Net investment in capital assets	<u>\$ 42,681</u>	<u>\$ 50,457</u>
Changes in Fund Balance		
Invested in capital assets, beginning of year	\$ 50,457	\$ 24,724
Expenditures		
Amortization of capital assets	(13,316)	(10,718)
Other		
Loss on disposal of assets	(961)	(5,206)
Investment in capital assets		
Purchase of equipment with unrestricted resources	<u>6,501</u>	<u>41,657</u>
Invested in capital assets, end of year	<u>\$ 42,681</u>	<u>\$ 50,457</u>

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

13. Reserves

	2009	2008
Contingency Reserve Fund	\$ 300,000	\$ 300,000
United Way Agency Funding Reserve	130,000	130,000
	\$ 430,000	\$ 430,000

Contingency Reserve Fund

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

In 2008, the Board of Directors approved the transfer of \$200,000 to the Contingency Reserve Fund.

United Way Agency Funding Reserve

In accordance with policy, the balance in the reserve is to be maintained at a maximum of \$300,000 or three months of funding. United Way Agency Funding Reserve funds are internally restricted and are intended for agency allocation purposes, to be accessed only after formal approval by the organization's Board of Directors.

In 2008, the Board of Directors approved the transfer of \$30,000 to the United Way Agency Funding Reserve.

14. Inter-fund Transfers

In February 2009, the Board of Directors approved the transfer of \$20,000 to the Endowment Fund from the Operating Fund.

In April 2010, the Board of Directors approved the transfer of \$295,456 to the Community Impact Initiatives Fund from the Operating Fund as at December 31, 2009.

15. Direct Expenditures in Revenue

The organization has netted direct expenditures related to specific events that are run by the organization against revenue. The total direct expenditures included in revenue on the statement of operations are as follows:

	2009			2008		
	Events Revenue	Direct Expenditures	Net	Events Revenue	Direct Expenditures	Net
Campaign revenue	\$ 48,259	\$ 24,514	\$ 23,745	\$ 60,581	\$ 18,272	\$ 42,309
Other revenue (loss)	\$ 5,690	\$ 7,512	\$ (1,822)	\$ 5,055	\$ 1,612	\$ 3,443

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

16. Pledge Loss

	2009	2008
Pledge (loss) - current year campaign	\$ (67,000)	\$ (30,000)
Pledge (loss) - recovery of prior year's campaign	(31,221)	51,628
	\$ (98,221)	\$ 21,628

17. Areas of Service

The amount of \$151,936 (2008 - \$156,979) represents designations to areas of service through the Campaign 2007 Donor Choice program. These designations were collected through payroll pledges received through the calendar year 2008, and are paid out during the 2009 process of determining agency allocations.

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 \$3,113 and has no pre determined expiration date.

The organization leases a postage machine for \$662 per quarter expiring April 30, 2012.

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

2010	\$ 40,004
2011	\$ 40,004
2012	\$ 38,018
2013	\$ 37,356
2014	\$ 37,356

19. Related Party Transactions

The organization has a 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.

These transactions are in the normal course of operations and are measured at the exchange value (the amount of consideration established and agreed to by the related parties), which approximates the arm's length equivalent value for sales.

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 \$19,283 under this group registered retirement savings plan arrangement.

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

21. Fair Value 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. These financial instruments are equivalent to their respective carrying values given the short-term nature of the accounts.

Investments are measured at fair value on the balance sheet as quoted by investment brokers. As at December 31, 2009, a fair value adjustment to long-term investments resulted in an unrealized gain of \$45,521. This amount has been included in investment income (loss) on the statement of operations.

Unless otherwise noted, it is management's opinion that the organization is not exposed to significant currency or credit risks arising from these financial instruments.

As a result of holding financial instruments, the organization is exposed to investment risk, market risk and interest risk. The following is a description of those risks and how the organization manages its exposure to them.

(a) Investment risk management

Risk management relates to the understanding and active management of risks associated with all areas of the business and the associated operating environment. Investments are primarily exposed to interest rate and market risk. The organization mitigates these risks with an investment policy designed to limit exposure and concentration while achieving optimal return within reasonable risk tolerances.

(b) Market and interest rate risk

The risks associated with the investments are the risks associated with the securities in which the funds are invested. The value of equity securities changes with stock market conditions, which are affected by general economic and market conditions. The value of securities will vary with developments within the specific companies or governments which issue the securities. The value of fixed income securities will generally rise if interest rates fall and fall if interest rates rise. Changes in interest rates may also affect the value of equity securities.

22. Re-allocation of Administration Expenditures

General management and administrative expenditures are re-allocated between fundraising expenditures, program expenditures, and Community Impact Initiatives Fund expenditures based on the organization's budget allocation at the beginning of the year in which the administrative expenditures are incurred.

	<u>2009</u>	<u>2008</u>
Fundraising expenditures	37 %	47 %
Program expenditures	21 %	21 %
Community Impact Initiatives Fund expenditures	42 %	32 %
	100 %	100 %

Notes to Financial Statements

United Way serving Kingston, Frontenac, Lennox & Addington

December 31, 2009

23. Management of Capital

The organization defines its capital as the amounts included in its Fund balances.

The organization sets the amount of Fund balances in proportion to risk, manages the Fund/Net Asset structure and makes adjustments in light of changes in economic conditions and the risk characteristics of the underlying assets.

The organization's objective when managing capital is to safeguard its ability to sustain itself as a going concern so that it can continue to provide the appropriate level of benefits and services to its beneficiaries and stakeholders.

A portion of the organization's capital is restricted in that the organization is required to meet certain requirements to utilize its externally and internally restricted Fund balances, as described in the Summary of Significant Accounting Policies under Fund Accounting for the Endowment Fund and in note 13 for Reserves. The organization has internal control processes to ensure that the restrictions are met prior to the utilization of these resources and has been in compliance with these restrictions throughout the year.

Management and the Board of Directors carefully considers fundraising campaigns, grants, sponsorship and investment income to ensure that sufficient funds will be available to meet the organization's short and long-term objectives.

The organization monitors its financial performance against an annual budget. Surpluses from unspent operational activities are accumulated under the Operating Fund's Unrestricted fund balance. In the event that revenues decline, the organization will budget for reduced distributions and reduced operational expenditures.

24. New Accounting Pronouncements

Recent accounting pronouncements that have been issued, but are not yet effective, and have potential implication for the organization are as follows:

Financial Instruments

The Canadian Institute of Chartered Accountants has recently amended CICA Handbook section 3855, Financial Instruments-Recognition and Measurement. These amendments clarify the application of the effective interest method after a debt instrument has been impaired and when an imbedded prepayment option is separated from its host debt instrument for accounting purposes. These amended standards are effective for fiscal periods beginning on or after January 1, 2011, however, early adoption is permitted.

The organization is currently assessing the impact of these amended accounting standards on its financial statements.

Administration, Fundraising and United Way Programs Expenditures

United Way serving Kingston, Frontenac, Lennox & Addington

Schedule 1

For the year ended December 31	2009				2008
	Admin.	Fundraising	Programs	Total	Total
Direct costs					
Salaries and benefits	\$ 69,484	\$ 207,704	\$ 142,850	\$ 420,038	\$ 390,137
Other direct costs	40,726	71,791	8,601	121,118	128,429
Sub-total	110,210	279,495	151,451	541,156	518,566
Amortization of capital assets	13,316	-	-	13,316	10,718
Dues and shared costs	-	-	21,360	21,360	20,366
General office expenditures	1,948	3,421	2,163	7,532	8,362
Occupancy costs	4,477	13,861	9,450	27,788	27,468
Total expenditures before re-allocation of administration expenditures and cost recovery of donor choice designations	129,951	296,777	184,424	611,152	585,480
Re-allocation of administration expenditures (Note 22)	(129,951)	48,082	27,290	(54,579)	(27,559)
Cost recovery for donor choice designations	-	(9,844)	-	(9,844)	(7,077)
Total expenditures	\$ -	\$ 335,015	\$ 211,714	\$ 546,729	\$ 550,844


Community Impact Initiative

United Way serving Kingston, Frontenac, Lennox & Addington

Schedule 2

For the year ended December 31	2009		2008	
Success by Six	\$ 55,938	30.5 %	\$ 70,955	46.8 %
Leadership Development	40,941	22.3	25,075	16.6
Homelessness	38,637	21.0	55,318	36.5
211 Program	23,155	12.6	165	0.1
Action for Neighbourhood Change	24,955	13.6	-	-
Total expenditures before re-allocation of administration expenditures	183,626	100.0 %	151,513	100.0 %
Re-allocation of administration expenditures (Schedule 1)	54,579		27,559	
	\$ 238,205		\$ 179,072	

United Way builds strong communities, mobilizing community resources to address issues like homelessness, the impact of poverty, children and youth at risk.



"Today, I helped
someone"

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