

2009/2010

Annual Report



I believe in my community



2010 BOARD PRESIDENT'S REPORT

What a year it has been! I want to thank all of the Board Members, volunteers, and staff for their incredible hard work and reliable diligence. Together we are building a stronger community. I am constantly amazed at the willingness of this community to go the extra mile to help those in need.

Thank you to the business community and the thousands of individuals within our community who provide their time and ongoing financial support. Without you we could not do the work that we do. I am reminded of a short saying that explains the important role volunteers play in our society. It goes something like this: There is a glass half filled with water sitting on a table. The optimist views the glass as half-full. The pessimist views the glass as half-empty. The volunteer picks up the glass and begins looking for someone who is thirsty. Let us be the people that assist others in their time of need by providing food, shelter, counselling and other vital services.

Let us be UNITED as we help people in need find the WAY.

I want to thank our Member Agencies. It has been a challenging year with substantial increases in requests for assistance in every aspect of programming that our United Way supports. We have done good work, but we need to do more. The United Way and its Member Agencies will continue to work hard to improve lives by mobilizing our community to create real, lasting and positive change in Brantford and Brant County.

I owe a debt of gratitude to the Board of Directors, both past and present. Sadly, some familiar names have retired from the Board after years of dedicated service. It has been a pleasure to serve with these distinguished individuals. I welcome those who have agreed to join the Board this year. As we move through this period of transition, we will build on our strengths and pursue new opportunities to better serve this community.

To our staff, words can not accurately convey how thankful I am to have your support. We are blessed with caring and capable people who are the back bone of this organization. Thank you for everything you have done and everything you will continue to do to support the Brant United Way.

I would like to extend a very special thank you to Nancy Tomkins, Chair of our 2009 Campaign. You are an inspiration to all. I know Nancy will be a tremendous resource for our incoming 2010 Campaign Chair, Trish Kings.

Chris Farrell is also deserving of special recognition. Once again, Chris has done an outstanding job of leading our allocations team through a rigorous review of our member agencies and allocating the United Way's charitable funds in a fair and thoughtful manner.

I am pleased to present the Annual Report for the Brant United Way for the year ending March 31, 2010. We are proud of our accomplishments and yet we recognize the hard work that lies ahead. Since 1948 the Brant United Way has served as a leader in Brant and we will continue to do so in the future.

It has been a privilege to serve as your President and I am honoured to be involved with the Brant United Way.

Paul Oddi

Board President

MESSAGE FROM THE 2009 CAMPAIGN CHAIR

I hold a special place in my heart for everyone who helped with the 2009 United Way Campaign. 2009 was a roller coaster of a year, where laughter and tears often made an appearance together. My fellow Cabinet Members and I carefully watched the progress of the Campaign during a time when we knew the community needed it the most.

As a group, we set our sights on \$1.4 million for the 2009 Campaign. I and the entire Campaign Cabinet knew that failure was not an option. Despite the economic challenges, we were able to come through for each other! For the third year in a row the citizens of Brantford and Brant County helped the Brant United Way exceed its fundraising goal.

Individual and collective contributions do so much to shape our community and our neighbourhoods. A community built on collaboration and partnerships offers the most promise and the most potential.

Many people are engaged and involved in helping to make Brant a better community for everyone.

Take those who contribute to Brant United Way. The 2009 Campaign raised over \$1.4 million to support local programs and services offered by our Member Agency partners. Eighteen community-wide partnerships have grown out of this work because we have a deeper understanding of the community as a whole and through the ties we continue to forge with individuals and organizations.

The strength of our Campaign is the hundreds of volunteers and donors who come together to donate to Brant United Way. Individuals and local business owners and their employees work tirelessly on behalf of the United Way to raise much needed dollars for Brantford and Brant County residents.

It was my honour to be the Chair for the Brant United Way Campaign. Thank you so much for supporting our efforts and I hope you will continue to do so for years to come. To quote Margaret Mead, "Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has."

I believe in my community!



Nancy Tomkins

2009 Brant United Way Campaign Chair





2009/2010 BOARD OF DIRECTORS

President	Paul A Oddi	<i>Lefebvre and Lefebvre LLP</i>
Vice President	Peter Jackman	<i>CKPC Radio Brantford</i>
Past President	Dean Braund	<i>Ardency Corporation</i>
Treasurer	Fred Reitsma	<i>Self-employed Accountant</i>
Secretary	Chris Farrell	<i>City of Kitchener</i>
Director	Deb Ballak	<i>Retired</i>
Director	Tara Clarke	<i>TD Canada Trust</i>
Director	Reuben DeBoer	<i>Laurier University Student</i>
Director	John Frabotta	<i>City of Brantford</i>
Director	Darian Griffin	<i>S.C. Johnson & Son, Ltd.</i>
Director	Sid Krull	<i>Apotex Pharmachem Inc.</i>
Director	Fred Morrell	<i>Retired</i>
Director	Nancy Tomkins	<i>Charing Cross Denture Clinic</i>
Director	Mike Walsh	<i>Brantford Expositor</i>
Ex-Officio	Dianne M. Austin	<i>Past Executive Director, Brant United Way</i>

CAMPAIGN CABINET

Paul Armstrong	Education (post secondary) Co-Chair
Terry Bateson	Leadership Giving Co-Chair
Michael Bratan	Large Industry Co-Chair
Bob Burns	Commerce & Finance Co-Chair
Trevor Carre	Commerce & Finance Co-Chair
Garth Dix	Public Service Co-Chair
Vincent Geerdinck	Mid-Size Industry Co-Chair
Karen George	Large Industry Co-Chair
Orland Harrison	Personal Giving Chair
Peter Jackman	Board of Directors Liaison
Trish Kings	Education (separate) Co-Chair
David R. Kirk	Education (public) Co-Chair
Terry MacLellan-Pletch	Large Industry Co-Chairs
Shelley McCarthy	Member Agencies Chair
B. Paul Randorf	Business Co-Chair
Chantalle Shank	Business Co-Chair
Nancy Tomkins	Campaign Cabinet Chair
John Utley	Mid-Size Industry Co-Chair

ACCOUNT EXECUTIVES

Anne Baxter	Paul Oddi
Ron Birkett	Heather Oddi
Alice Brown	V.H. (Vyr) Sisson
Trudi Collins	Kenneth Skipper
Richard Colpitts	Diane Sloat
Albert Dormer	Harvey Smith
Margaret Fanjoy	Leonard D. Sovereign
Dorothy Forchuk	Colleen Stolp
E. Kent Hutchinson	Robert G. Stropole
Eoin L. MacKinnon	Robert J. Taylor
Gwen MacLean	Harold G. Vail
Phyllis McClure	Kathy Weidhaas
Doug McLeish	Peggy Wickham
Joan McSpadden	Bryon Wiebe
Janice Monteith	Lynn Wivell
Robert Murray	

HONOUR ROLL – WORKPLACE CAMPAIGN

\$100,000 and over

S.C. Johnson and Son, Limited

\$25,000 - \$50,000

Brant Haldimand Norfolk Catholic District School Board

City of Brantford Employees

Millard, Rouse & Rosebrugh LLP

MYE Canada Inc.

Procter & Gamble

The Rotary Club of Brantford

The Williamson Group Inc.

\$10,000 - \$24,999

Apotex Pharmachem Inc.

ASCO

Brant Community Healthcare System

Brant Haldimand Norfolk Catholic District School Board

Brantford Fire Department

Ford Motor Company of Canada Limited

Gates Canada Inc.

Grand Erie District School Board

Liquor Control Board Of Ontario

Masco Canada Ltd.

Mott Manufacturing Ltd.

OLG Casino Brantford

RBC Financial Group

Samuel W Stedman Foundation

TD Canada Trust

The Neziol Group

The Tenaquip Foundation

Union Gas Ltd.

W. Ross Macdonald School for the Blind

\$5,000 - \$9,999

Agrium Advanced Technologies Inc.

Ardency Corporation

Bell Canada Enterprises

Brant Community Foundation

Brantford Police Department

County of Brant

Extend Communications Inc.

Family Counselling Centre of Brant

Future Shop

Ingenia Polymers Inc.

Manulife Financial

Mitten Inc.

Nichirin Incorporated

The Pioneer Group Inc.

Reliance Home Comfort

Reynolds Custom Machine Inc.

Scotiabank

Stephen Smith & Dorothy Woltz Foundation

Sun Life Financial

The Marco Corporation

Waterous, Holden, Amey & Hitchon LLP

West Street Dental Group

YMCA of Hamilton /Burlington/Brantford

\$1,000 - \$4,999

Adult Recreation Therapy Centre

Advanced Cellular /Telecommunications

Amber Lea Place

Becker Acroma Inc.

BMO Bank of Montreal

Boys & Girls Club of Brantford

Brant Mutual Insurance Co.

Brant Naval Veterans' Association

Brant United Way

Brantford Honda

Brantford Expositor

Brantford Industrial Warehousing Ltd.

Brantwood Residential

Development Centre

Brookfield Homes

Brooks Signs (1985) Ltd.

Canada Post Corporation

Canadian Imperial Bank of Commerce

Canadian Mental Health Association

Casey's Welding Service Ltd.

Dave Levac, MPP Constituency Office

Davis Fuel Co. Ltd.

Desjardins Credit Union

DistribuTech Inc.

Dure Foods Company

Emerson Climate Technologies

Essential Hearing Services

Forbes Bros. Inc.

Goderich Aircraft Inc.

Holstein Association of Canada

Indian and Northern Affairs

Investors Group Financial Services Inc.

Laurier Brantford

Liftway Limited

Lowe's Home Improvement Centre

Lynden Park Mall

Ministry of Community and Youth Services

Mohawk College-Brantford

Municipal Property Assessment Corporation

Nancy Tomkins' Charing Cross Implant and Denture Clinic

Ontario Provincial Police

OPG Employees & Pensioners Charity Trust

Paragon Industries/
Custom Stainless Works

Praxair Canada Inc.

Printmate Graphics Ltd.

Province of Ontario

Raymond Industrial

Renway Oil Inc.

Saxon Athletic Manufacturing Inc.

Sonoco Canada Corporation

State Farm Insurance

Sure-Gro Inc.

The Mufflerman Inc.

The Ontario Trillium Foundation

United Parcel Service Canada Ltd.

Wescast Industries Inc.

Leadership Giving Organizations

Organizations with 2 or more Leadership Donors (\$1,000+)

Millard Rouse & Rosebrugh LLP

The Williamson Group Inc.

S.C. Johnson and Son, Limited

City of Brantford Employees

County of Brant

Dure Foods

Extend Communications

Family Counselling Centre of Brant

Goderich Aircraft Inc.

The Marco Corporation

ASCO

Brant Haldimand Norfolk Catholic District School Board

Grand Erie District School Board

Mott Manufacturing Ltd.

Masco Canada Ltd.

MYE Canada Inc.

Sun Life Financial

West Street Dental Group

Other

Slide Designs*

**discounted & pro-bono design services*



HONOUR ROLL – INDIVIDUAL LEADERS & FRIENDS

Leaders of Excellence

Terry & Lynne Bateson
Scott Lyons, Extend Communications
Plus 3 Anonymous Donors

Leaders of Distinction

Alice E. Brown, Retired Teacher
Mr. William & Mrs. Dorothy Campbell
David & Gloria Christilaw
Martin & Lorie Dixon
Jane E. Glaves
Pat & Orland Harrison
Ed & Lori Hensen
Isobel & Clark Holden
Drs. Michael and Meagan Ling,
West Street Dental Group
Nancy Tomkins & Sandra Goergen
Margot Williamson
Paul Williamson, The Williamson Group
Plus 2 Anonymous Donors

Leaders of the Way

Ron A. Birkett, Brant Mutual Ins. Co.
Dean & Patsy Braund, Ardency Corporation
Heather Bright
Mr. John Carr
Terry, Matthew & Alicia Clarridge
Darin and Barb Cleary
G.R. Darling
Kent Dixon
John & Nancy Douglas
Haley, Nicholas, Wendy & Dwayne Down
Jim Elliott
Blaine & Patti Field
Cathy Forsyth
Dawn Grainger
Darian & Mary Ellen Griffin
Bill & Helene Hyde
Paul T. Kneale
Janice M. Kneale
Mr. J.M. Arthur Lefebvre,
Lefebvre & Lefebvre LLP
Dr. Sumner Ling
Shawn & Linda MacLeod
Reg Madison, Madison Financial Services
Dr. W. Mark Mahn, Paris Dental Centre

Ms. Nancy McColeman
Phil McColeman, M.P.
Marlene M. McGraw,
Millard, Rouse & Rosebrugh, LLP
Mike McLeod, S.C. Johnson and Son Ltd.
Jeanne & Borden Osmak
Don & Sharon Pritlove
Mr. David Rees, Fleetway Transport Inc.
Karen & Don Reynolds
Dr. Charmaine Roye
Ed & Wendy Seegmiller
Brad Sinclair
Vyrt and Barbara Sisson
BCG Logistics Group
Uwe & Inge Storjohann
Cort and Diane Stubbart
Anna and Americo Tarantello & Family
Dr. Boyd & Mrs. Lorraine Van Allen
Dr. Leo & Mrs. Sandra Vos
Jean Fulton Welsh
Don Williamson
Dufferin & Kerina Williamson
Plus 62 Anonymous Donors

Friends of the Way

Angela & Gregory Adam
Mark T. Adlam
Dr. & Mrs. J.W. Baxter
Trudy Belanco
Susan Bell
Ross and Phyllis Bennett
Ms. Susan E. Blackford
Mr. John Brown
Brendan Buitenhuis
Cecil Campbell
Jennifer Chowhan,
Millard Rouse & Rosebrugh LLP
Dave Clarke
Trudi Collins
Brantford North Dental
Jim DiNovo
D. & G. Dumbleton
Duane & Terri Ellison
Sandy & Rick Farrell
Joan & John Gatward
Stacey & Michael Goodwin

Mr. & Mrs. D. Granasiuk
Geoff and Lisa Gravett
Rajesh Hamirwasia
Mr. Philip Hensen
Mr. & Mrs. Douglas Hunt
Louise Kitchen
Adam James Laforme
Mr. Michael A Lee
Ms. Nancy Lefler
Ted and Joyce Leyzer
McCleister Funeral Home
Terry & Chris McCurdy
Karen McDonald
Mr. Wilson McKenzie
Mr. Bernard Neziol
Mr. Brian Osborn and
Mrs. Beverley Osborn, Retired Teachers
Dr. Kumie Pather, Orthodontist
Bruce Pearce
Douglas Pettigrew
Thomas Raby
Ms. Erin Rooney
Simon and Becky Salole
Robert & Paula Salvucci
Mrs. Sandra Scott
Brantford Veterinary Clinic
A. F. William Showers
Leslie Sing
Debra Skoretz,
Grand Erie District School Board
Lloyd St. Amand
Jonathan Scott Stewart
Susan Swackhammer,
Elementary Teachers' Federation of Ontario
Greg Swiercz
Brian Thompson
Ms. Kerrie Toews, Holstein Canada
Tracey & Verne Walker
Antoniette & Justin Walkom
Mike & Karen Walsh
Peggy & Bart Wickham
Barry and Catherine Wright
Jeremy Vos
In Memory of Walter Zolnierowicz
Plus 133 Anonymous Donors

BRANT UNITED WAY VOLUNTEERS

Personal Gift Canvassers

Anne Baxter
Ron Birkett
Alice Brown
Trudi Collins
Richard Colpitts
Albert Dormer
Margaret Fanjoy
Dorothy Forchuk
E. Kent Hutchinson
Eoin L. MacKinnon
Gwen MacLean
Phyllis McClure
Doug McLeish
Joan McSpadden
Janice Monteith
Robert Murray
Paul Oddi
Heather Oddi
V.H. (Vyr) Sisson
Kenneth Skipper
Diane Sloat
Harvey Smith
Leonard D. Sovereign
Colleen Stolp
Robert G. Strople
Robert J. Taylor
Harold G. Vail
Kathy Weidhaas
Peggy Wickham
Bryon Wiebe
Lynn Wivell

Giant Warehouse Sale Committee

Darian Griffin
Jean Hawke
Sandra Dobson
Janice Baldwin
Beth Gurney
Debbie Borthwick
Karen Robb-Banse
Shaun Vandeven

Allocations Committee

Chris Farrell, *Chair*
Linda Head
Paul Oddi
Daniella Hunte
Ray Jackson
Deb Ballak
Trudy Ion
Jim Nobes
Ruby Toor
Fred Morrell

Citizen Review Panel Members

Trudy Ion
Ray Jackson
Debra Skoretz
Pamela N. Ligori
Deb Ballak
Gary Zylstra
Tina Louttit
Sylvia Chupka

Linda D. Head
Paul Oddi
Sandra Nguyen
Gilbert Scott
Chris Farrell
Jim Nobes
Moirra Gibson
David Prang
Kathryn Fair
Brian Law
Ruby Toor
Donna Kincade
Jean Kincade
Daniella Hunte
Heather Bouillon
Courtney Clark
Shawn Elovitz
John Bosnell
Melanie Hines
Linda Torek

Influencers

Jean Anderson
Terry Bateson
Robert W. Farley
Mary Kerr-Martin
Trish Kings
Nancy Stern (Thorpe)
Richard W. E. Sterne
Jane Stewart
Nancy Tomkins
Leo Vos
Paul H. Williamson

BRANT UNITED WAY STAFF

Dianne Austin

*Executive Director**

Deb Ballak

Interim Executive Director

Patty Brazil

Administrative Support

Terri Ellison

Database Administrator

Emily Hubling

*Special Events Coordinator, funded by Nancy Tomkins' Charing Cross Denture and Implant Clinic**

Candace Kingyens

Loaned Representative, funded by Millard Rouse & Rosebrugh LLP

Kristin Pass

*Campaign Director***

Ashley Pettifer

Campaign Associate

Mary Pick

Campaign Associate

Gill Scott

*Interim Campaign Director**

Diane Stubbart

Finance Coordinator

Jocelyn Symons

*Campaign Associate**

**past staff members **on maternity leave*



AUDITORS' REPORT

To the Board of Directors of
Brant United Way

The accompanying summarized statements of financial position, changes in net assets and operations are derived from the complete financial statements of Brant United Way as at March 31, 2010 and for the year then ended. In our auditors' report on the complete financial statements dated April 23, 2010, we expressed a qualified opinion because we were unable to satisfy ourselves concerning the completeness of revenues from donations. The fair summarization of the complete financial statements is the responsibility of management. Our responsibility, in accordance with the applicable Assurance Guideline of The Canadian Institute of Chartered Accountants, is to report on the summarized financial statements.

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

These summarized financial statements do not contain all the disclosures required by Canadian generally accepted accounting principles. Readers are cautioned that these statements may not be appropriate for their purposes. For more information on the entity's financial position, results of operations and changes in net assets, reference should be made to the related complete financial statements.

Millard, Kowse & Rosebrough LLP

CHARTERED ACCOUNTANTS

Licensed Public Accountants


April 23, 2010



STATEMENT OF FINANCIAL POSITION

<i>As of March 31</i>	2010	2009*
ASSETS		
<i>Current Assets</i>		
Cash and bank	512,677	789,469
GIC investment	272,148	141,108
Pledges receivable	513,852	426,245
Prepaid expenses	12,108	2,738
Recoverable GST and other receivables	15,932	4,926
	1,326,717	1,364,486
<i>Property, Plant & Equipment (Net)</i>	28,612	8,206
<i>Investments</i>		
Marketable securities	16,324	10,036
	1,371,653	1,382,728
LIABILITIES		
<i>Current Liabilities</i>		
Accounts payable and accrued liabilities	51,339	32,779
Allocations payable	946,814	959,265
Deferred revenue	10,482	13,745
	1,008,635	1,005,789
<i>Unrestricted Net Assets</i>	363,018	376,939
	1,371,653	1,382,728

*restated



STATEMENT OF OPERATIONS & CHANGES IN UNRESTRICTED NET ASSETS

<i>For the year ended March 31</i>	2010	2009*
REVENUE		
Donations	1,393,385	1,489,199
Funds transferred from other United Ways	64,677	64,658
Funds transferred to other United Ways	(11,731)	(24,250)
	1,446,331	1,529,607
Pledge Loss	(36,155)	(43,348)
Net campaign revenue	1,410,176	1,486,259
Donation for campaign salary costs	10,000	16,111
Gifts in kind	17,242	–
Investment Income	8,002	19,142
Other revenue	1,594	766
Grants	14,913	6,700
Sponsorships	4,000	5,500
Unrealized gain/(loss) on investments	6,288	(4,706)
	1,472,215	1,529,772
EXPENSES		
Administration costs	106,637	75,947
Campaign costs	371,933	393,794
	478,570	469,741
<i>Funds Available for Allocations to Agencies/Programs</i>	993,645	1,060,031
Community program costs	54,269	68,697
Allocations to Agencies/Programs (Page 10)	942,617	959,265
United Way Canada affiliation fees	10,680	10,725
<i>Excess of Expenses over Revenue</i>	(13,921)	21,344
<i>Unrestricted Net Assets – Beginning of Year</i>	376,939	203,303
<i>Prior Period Adjustment</i>	–	152,292
Unrestricted Net Assets – End of Year	363,018	376,939

*restated

SCHEDULE OF ALLOCATIONS TO AGENCIES/PROGRAMS

<i>For the year ended March 31</i>	2010	2009*
Adult Recreation Therapy Centre	57,000	60,477
Big Brothers Big Sisters of Haldimand-Norfolk	42,000	47,562
Boys & Girls Club of Brantford	30,000	31,000
Brant Food for Thought	24,000	23,500
Brantford YMCA	76,000	76,000
Brantwood Residential Development Centre	64,000	64,000
Canadian Hearing Society	60,000	62,000
Canadian National Institute for the Blind	45,000	49,000
Canadian Red Cross Society	75,000	93,575
Community Resource & Employment Services – Advocacy Service	47,500	50,398
Crossing All Bridges Learning Centre Inc.	22,000	23,342
Donations designated and paid to other United Ways and agencies	72,617	39,236
Family Counselling Centre of Brant	135,000	143,235
Kids Can Fly	23,000	23,403
Literary Council of Brantford & District	21,000	17,781
Navy League of Canada	21,000	21,000
Nova Vita Domestic Violence Prevention Services	67,500	76,256
Sexual Assault Centre	30,000	27,500
Victim Services of Brant	30,000	30,000
	942,617	959,265

**restated*

I believe in my community

creating
real
lasting
change



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Supporting responsible use
of forest resources

Contribue à l'utilisation
responsable des ressources forestières

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Brant United Way

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www.brantunitedway.org