

Annual General Meeting

For Fiscal Year ending March 31, 2013

September 30, 2014



United Way
Newfoundland
and Labrador



AGENDA

12:00—12:30 pm	Registration, Networking & Refreshments	
12:30 pm	Welcome & Introductions	Padraig Mohan
	Approval of Minutes from 2012 Annual General Meeting	
12:35 pm	Presentation of Reports	
	Chair's Report	Padraig Mohan
	• Ratification of By-Law Amendments	
	Campaign Management Team	Geoff Parker
	Treasurer's Report	Padraig Mohan
	• Approval of Audited Financial Statements	
	• Appointment of Auditors for 2013/2014	
	Community Investment Committee	Patrick Roche
	Nominating Committee Report	Padraig Mohan
	• Election of Directors	
12:50 pm	Board Member Recognition	Padraig Mohan
1:10pm	Wrap Up	Padraig Mohan
	Thank you and Adjournment	

Our Mission

To improve lives
and build community
by engaging
individuals
and mobilizing
collective action



2012 AGM Minutes

2011/2012 Annual General Meeting

March 1, 2013
Seniors Centre, Bennett Avenue
St. John's, NL

Board Members Present:

Kathryn Atkin	Don Belanger
Mark Brown	Keith Butler
David Howe	Suzanne (Sue) Parks
Jason Sheppard	Jerry Young

STAFF:

Tammy Davis – Executive Director
Lisa-Marie Fifield – Campaign Coordinator
Diana Fisher – Campaign Coordinator
Patricia McCarthy – Finance & Administrative Assistant

28 individuals present

1. Call to order

Chair Sue Parks called the Annual General Meeting to order at 12:32pm

2. Approval of Minutes

Motion to approve the minutes for the 2011 AGM.

Moved: Don Belanger; Seconded: Mark Brown. MOTION PASSED.

3. Reports

3.1 Chair's Report

Chair Sue Parks welcomed everyone to the meeting, and did a brief overview of the activities of United Way of Newfoundland and Labrador over the past year. Ms. Parks highlighted the key activities of the organization, including the success of the 2011 Campaign, with anticipated total revenue exceeding almost \$900,000, and congratulated the Campaign Team led that year by Keith Butler.

Ms. Parks reported on key activities of the Board of Directors, including the continuation of spreading the word about United Way into all parts of the province, and the very first geographic representatives sitting on the Board (as per the Slate proposed).

Ms. Parks took the time to thank the Board of Directors, all volunteers & the organization as a whole for their support during her tenure.

As a final part of the Chair's Report, Ms. Parks brought forward the motion for the ratification of changes to the organization's bylaws.

Motion to approve the ratification of the By-law amendments as proposed.

Moved: Mark Brown; Seconded: Kathryn Atkin.

3.2 Campaign Management Team Report

Chair of the 2011 Campaign Management Team Keith Butler presented his report on the 2011 Campaign. The 2011 campaign revenue is anticipated to top out at over \$940,000 (at time of AGM) once again a significant increase in funds raised year over year. Mr. Butler reported on the highlights of the campaign, including his personal visit to the Gathering Place – stating that when you see the need, this is what makes his role as volunteer so much more impactful. As a Team, the 2011 Campaign Management Team set an ambitious goal of 10% increase in participation – and that goal was achieved. Mr. Butler's parting comments were that the stories United Way tells about our work are the stories that will illustrate our impact – and that it is vital to keep telling these stories to as many participants as possible.



2012 AGM Minutes

2011/2012 Annual General Meeting

March 1, 2013
Seniors Centre, Bennett Avenue
St. John's, NL

3.3 Finance Report

In his final AGM as Treasurer David Howe presented the Audited Financial Statements giving an overview of the financial position of the organization. Questions were invited from the floor. With no questions coming forward, Mr. Howe thanked Grant Thornton for providing their auditing services to the organization at a reduction of the regular cost of services.

Motion to approve the 2011/2012 Audited Financial Statements.

Moved: David Howe; Seconded: Don Belanger. MOTION PASSED.

Motion to appoint Grant Thornton be appointed as Auditor for United Way of Newfoundland and Labrador for the 2011-2012 year.

Moved: David Howe; Seconded: Kathryn Atkin. MOTION PASSED.

3.4 Community Investment Committee Report

Jason Sheppard, Chair of the Community Investment Committee reported on the activities of this committee. As a result of the success of the 2011 Campaign, as reported by Campaign Chair Keith Butler, the Community Investment Committee were able to award Community Fund grants totaling \$500,000, funding 49 agencies & organizations doing good work throughout the province. The Community Investment Committee has also made strides in our goal to constantly improve accountability and transparency with the grants being made to community groups. Each agency that receives funding signs a legal Funding Agreement that binds them to use the funds as requested and as directed, as well as an obligation to report back to United Way on the use of funds and evaluation and outcomes of the program or service provided. These reports increase United Way's ability to report to our donors regarding how we are investing THEIR gifts in these organizations.

Jason invited Ellen Foley, Representative of funded agency The Eating Disorder Foundation of Newfoundland & Labrador to speak on behalf of all agencies that received funding.

3.5 Nominations Committee Report

Kathryn Atkin gave the Nominations Committee Report as Immediate Past Chair of the Board of Directors and Chair of the Nominations Committee. Ms. Atkin presented the Nomination Slate, which included, for the first time ever, two representatives for various geographic regions. In total, there were six returning Board members, Three appointed and/or "While in Position" directors and five new members.

No Comments or questions from the Floor.

4. Recognition of Departing Board Members

Board Chair Sue Parks recognized several departing Board members. First, Mark Brown, as the founding Chair was recognized for his work in the development of United Way. David Howe, Treasurer of the organization since 2008 was also recognized for his work in ensuring the accounting procedures of the organization were following all the proper rules and regulations. Directors Sharon Duggan was recognized for the roles she filled during her time on the Board in Marketing & Communications as well as Human Resources. Donna Ball during her two year term led the organization's policy and governance work. Karen White, appointed to the Board by the St. Johns & District Labour Council served as a dedicated Director, Ambassador and liaison to the labour movement for three years. Each of these individuals collectively gave over 30 years of service to United Way and were recognized (in person and in absentia).

6. Thanks & Adjournment

Chair Sue Parks thanked everyone for coming and stated that we would be happy to hear from any member with any comments or suggestions.

Meeting adjourned at 12:56pm.

Dated:

Board Chair



United Way
Newfoundland
and Labrador

Chair's Report

As the Chair of the Board of Directors during the term of this Annual General Meeting, it has been my pleasure to be a part of United Way of Newfoundland & Labrador. Sadly, due to a career relocation, I am unable to celebrate with you in person, the opportunity to give thanks and recognition to those that have been instrumental in bringing United Way to the level it now stands is very much appreciated.

I would like to express my thanks to members of the Board of Directors, sub-committees, and volunteers for an excellent year. During my term we were successful in adding Board members from Grand Falls-Windsor and Corner Brook.

Thanks to the hard work of our Executive Director and our many volunteers, the campaign continues to grow, and the 2012 campaign was likely the last time our reported revenue will be under \$1 million. This is due in no small part to the work that is *done* behind the scenes by our volunteers.

Making it a much easier task are the over 2,400 individuals who chose to support the campaign in 2012 whether through a financial contribution or through gifts of time and talent. As we know, it takes everyone working together to make a meaningful difference to the lives of people who need support and assistance—and with the support of volunteers and donors we are able to do this!

Our volunteers are devoted and committed, give generously of their time and are the essence of United Way of Newfoundland & Labrador. Some of the events that occurred this year such as Stuff-a-Sock campaign, Day of Caring, and the Back to School project were a huge success thanks to our caring volunteers.

Many government departments participated in the Government of Canada Workplace Charitable Campaign this year. Funds raised supports GCWCC co-recipients United Way and Health Partners.

At the annual Community Fund Distribution Event, because of the success of the 2012 campaign, we proudly distributed \$500,000 to 50 programs and services offered throughout the province. This would not have been possible without the support of our donors, corporate partners and labour liaisons.

Canadian singer Bryan Adams said "*I like the idea of helping people help people*". The caring leadership donors and volunteers are passionate individuals helping their community. On behalf of the Board, thank you for your continued dedication to United Way of Newfoundland & Labrador.

Suzanne Parks

Chair, United Way of Newfoundland & Labrador Board of Directors (2012 to 2014)





ByLaw Amendments

AMENDMENT #1

3.01 Qualification

Members of the Corporation shall be limited to members of the Board of Directors, members of Board Standing Committees and donors at the "Leadership" level (as defined by the Corporation's Donor Recognition program) who are persons interested in upholding the mission and objectives of the Corporation. A registry of Members shall be kept.

AMENDED TO READ:

3.01 Qualification

Members of the Corporation shall be limited to persons who are resident within the boundaries of Newfoundland and Labrador and who:

- a. **General Membership:** Any person over the age of 18 and each corporation or unincorporated association that has made a financial contribution to the Corporation shall be deemed a Member. Membership begins upon delivery of the official receipt or through payroll deductions contribution, or the donation and shall continue until the end of the calendar year next following the year in which the contribution is made. Corporate gift members are also considered members.
- b. **Member Agency:** Any registered Canadian charity that receives a financial contribution from the Corporation may be considered a member until the end of the calendar year next following the year in which the contribution is received. Each Member Agency shall be represented by not more than one (1) delegate. The name of that delegate will be filed to the board secretary. If approved by the secretary, the delegate will have the right to attend and vote at the AGM.
- c. **Directors:** All individuals elected to the Board of Directors as well as all members of sub-committees of the Board of Directors

AMENDMENT #2

4.03 Notice

Notice stating the day, hour, and place of each Meeting of Members shall be given:

- (a) To Members by announcement, in writing or otherwise, not less than fifteen (15) days and not more than twenty-five (25) days before each such meeting is to take place, such notice to include reference to the business to be conducted at such meeting. and
- (b) To Directors at least fifteen (15) days before each such Meeting of Members is to take place.

AMENDED TO READ:

4.03 Notice

Notice stating the day, hour, and place of each Meeting of Members shall be given:

- (a) To Members by announcement, in writing or otherwise, not less than ten (10) days and not more than twenty-five (25) days before each such meeting is to take place, such notice to include reference to the business to be conducted at such meeting. and
- (b) To Directors at least ten (10) days before each such Meeting of Members is to take place.



United Way
Newfoundland
and Labrador

Campaign Management Team Report

Change Starts Here. We said those words many times during the 2012 campaign, and I want to thank everyone who made the time, gave through their workplace campaigns, volunteered at a United Way event, and partnered with United Way of Newfoundland and Labrador to ensure that the 2012 campaign was a success. The actions, no matter how small, of every one of those people had a role in ensuring that Change does in fact start RIGHT HERE.

During the 2012 Campaign, at each and every event, the common theme was about community building, and the opportunities that exist to build relationships and partnerships. Each of us has the chance, as a community builder, to increase the understanding that even when the economy is strong, there are those in our province who still need our help. United Way and our community partners work to make a difference in the lives of those most vulnerable, and it is with the support of our donors, our volunteers, the labour movement and our corporate partners that we are able to do this in a way that has meaningful impact.



During the campaign, when we have the opportunity to have United Way agency representatives speak to groups, it is these personal testimonials that allow individuals in a workplace to connect with the community, and be inspired to become involved. When an employee has a chance to hear a personal story from a client of a United Way funded agency, they hear about one person, and how that one person's life has been changed because of the work of these agencies, and how the support that United Way provides through its campaign revenue makes a difference.

I had opportunities throughout my years as Chair of the campaign to hear representatives from so many different United Way funded organizations tell their stories. These were stories that were sometimes tinged with tragedy, but were also filled with hope. When visiting The Gathering Place, you see that there are people in our city that NEED help, but you also see a sense of camaraderie and love. When hearing the stories of the children that will get to participate in school readiness programs with their parents, I know that United Way donations are helping create stronger and more resilient children and families.

These messages highlight how very lucky many of us are, and how each of us has the power to make a difference.

There are many ways that individuals choose to make a difference. Individuals support their United Way campaigns through volunteer time and donations; companies provide support to employees and make corporate contributions; and the labour movement supports and encourages members to be active and engaged. It is through these gifts of time, talent and treasure that United Way of Newfoundland and Labrador continues to thrive. In the pages following this message, you'll note we give special thanks to our Leadership Donors (gifts of \$1,000 or more per year) and also a special thank you to our labour and corporate/workplace partners. We are all a part of the effort in making Change Start Here.

Geoff Parker
Chair, 2012 Campaign Management Team

Thank You!

**For investing in
Newfoundland and Labrador!**

To our donors, our volunteers, and our community: Thank you for helping us make sure that Change Starts Here with your support of the 2012 United Way of Newfoundland and Labrador workplace campaign. United Way would love to thank you all individually, but with this kind of success we would be a while.

Every gift counts and because of your support United Way is able to continue to fulfill its mission to 'improve lives and build community'. Your support allows us to continue to invest strategically in programs and services throughout the entire province.

On April 18, 2013 United Way announced its 2012 campaign results, raising:

\$1,001,943.27

Our sincere thanks to the following organizations and their employees for their generous support:

ABB	CIBC	Hatch Ltd.	Pangeo Subsea
Accenture Inc	Citigroup	Hewitt Equipment Limited	PPG Canada Inc.
Acklands Grainger Inc.	City of St. John's	HSBC Bank Canada	RBC
Atlantic Lottery Group	Costco	IBM Canada Ltd.	RioCan Management Inc.
Aviva Canada Inc	Deloitte	Janssen-Ortho Inc.	Rogers Communications Inc.
Bayer Inc.	Eli Lilly	Johnson Inc.	Scotiabank
BBA Inc.	Emera/Nova Scotia Power	Lifescan Inc.	Solideal Canada
Bell Aliant	Enterprise Rent-A-Car	Manpower	Stewart McKelvey
Bell Canada	Ernst & Young	Manulife Financial	Suncor Energy
Best Buy	ESRI Canada	Medavie Blue Cross	Sunlife Financial
BMO Financial Group	Esso	Memorial University of Newfoundland	TD Bank Financial Group
Business Development Bank of Canada	ExxonMobil Canada Ltd.	Molson Coors	Toromont CAT
Canada Bread Company	Fluor Canada	Mondalez International	Ultramar Ltd.
Canada Post	Future Shop	NAV Canada	UPS Canada
Canadian Centre for Health Information	GE Canada	Newalta	Vale
Canadian Medical Association	General Mills	Nintendo of Canada Ltd.	Wal-Mart Canada
Celestica International Inc.	Great West Life, London Life, Canada Life	North Atlantic Lining	WorleyParsons
	H.J. Heinz Company of Canada Ltd.	Noseworthy Chapman	

Government of Canada Workplace Charitable Campaign Participating Departments:

Agriculture and Agri-Food Canada	Federal Service Retirees	Passport Canada
Atlantic Canada Opportunities Agency	Fisheries and Oceans Canada	Public Health Agency of Canada
Canada Border Services Agency	Health Canada	Public Prosecution Service of Canada
Canada Revenue Agency	Human Resources Skills & Development	Public Safety & Emergency Preparedness
Canadian Food Inspection Agency	Industry Canada	Public Works & Government Services Canada
Canadian Heritage	National Defense	Royal Canadian Mounted Police
Citizenship and Immigration Canada	National Film Board of Canada	Service Canada
Correctional Services Canada	Natural Resources Canada	Transport Canada
Defense Construction Canada	Parks Canada	Veterans Affairs Canada
Environment Canada		

Special Thanks to:

Canadian Labour Congress, St. John's & District Labour Council and NL Federation of Labour

Do You Want to Make a Difference?
visit www.nl.unitedway.ca for more information



United Way
Newfoundland
and Labrador

2012 Leadership Donors

Lily K. Abbass
Shauna M. Akerman
Ellen M. Alcock
Michael J. Alexander
Sheila Anstey
Jack W. Barrett
Kimberley M. Barrett
Andrew Barry
Charmaine N. Beaton
Paul Bishop
Larry Breen
Brian P. Brophy
Mark Brown
David Bryant
Annette Butler
Jeanne L. Butler
Juanita R. Butler
Moya Cahill
Barbara Caines
Wayne Carew
Kathleen A. Chafe
Deanne Chaulk
Brenda M. Clark
Blair Clarke
Rebecca K. Coffey
Steven B. Coldwell
Constance M. Cole
Darren S. Compton
Peter Cornish
Craig Cowan
Tammy Davis
Bill J. Drover
Sharon R. Duggan
Robert A. Dunphy
Paul F. Durdle
Robert Edwards
Melissa A. English-Barbour
Jim Fallon
Chris Fitzgerald
Marty A. Gaulin
Gary Gorman
Leslie Grattan
Noel Green
Alex Griffiths
Brian M. Groves

Michael R. Hall
Karen A. Harding
Debbie A. Harnett
Dale S. Hawkins
Lynn A. Healey
Patricia A. Hearn
Bob Helleur
Gene Herzberg
Todd R. Hill
Kimberly M. Hiscock
Denise N. Hodder
David A. Howe
Maureen F. Howlett
Lynn D. Hurley
Rod B. Hutchings
Glen J. Hynes
Mary A. James
Paul Janes
David Jones
Daniel G. Jubainville
Gary Kachanoski
Harold J. Kelly
Jameel Khalife
Terry King
Warren LaBrash
Rhonda M. Lewis
Jamie M. Long
Kendra MacDonald
Jason Maher
A Maloney
Wendy March
Gordon D. Martin
Timothy T. Masuda
Walter S. Meadus
Janette Mendez-Santiago
Anthony Mercer
Michelle Mooney
James Moores
Charles Mueller
Sean Munro
David Nippard
Christopher Noonan
Ryan J. Noseworthy
Margot and Brian O'Connell
Edward(Ted) F. O'Keefe
Julee A. O'Keefe

James O'Reilly
Jeffrey Ouellette
Matthew Overstake
Frank Paddon
Sandra Park
David Randell
Robert R. Remy
Jerry Renda
Geoff Parker
Suzanne E. Parks
Kimberley A. Pearce
Paul R. Phelan
Stephen R. Pike
Kevin C. Power
Barbara Pritchett
Cory Quarles
Ralph Rice
Cynthia Roche
Peter F. Ronayne
Michael F. Ryan
Donald W. Rypien
Sadie Sellars
Sheila M. Singleton
Sandra M. Sproule
Kris Spurrell
Regina K. St. Croix
William Sturge
Donna H. Swain
Bill P. Swett
Carole H. Therrien
Florence A. Thomas
Jeffrey L. Tilley
Arden E. Turpin
Paul Vandezande
David M. Wardlaw
Victoria Warford
Robert Wells
Ken C. Windsor
Miriam Woodfine
Eileen C. Woodford
James Young
Jerry Young
Shaun Zdroykowski

Thanks to the commitment of a notable group of donors who make personal gifts of \$1,000 or more, a network of agencies can deliver vital programs and services that support individuals throughout our province.

Thank you to all our Leaders, your annual gifts strengthen our community both now and into the future.



United Way
Newfoundland
and Labrador

Treasurer's Report

I am pleased to present my Treasurer's Report for the year ended March 31, 2013.

Over the past 18 months there has been both significant growth and change in our organization. A combination of a successful and ever-growing campaign, which I will provide more details on below, and changes in staffing and staffing requirements contributed to some minor delays in concluding our fiscal 2013 audit. In order to address this growth and change in needs, I am however, happy to say, that late this past spring we welcomed Carrie Frizzell to our team – Carrie brings significant financial experience and depth to United Way NL, and in her short time with us has made a very significant contribution and as an organization we have made sure to have the right resources in place to provide for more timely reporting, and in fact we are in the process of completing our 2014 audit as we speak.



I can assure you that United Way of Newfoundland and Labrador Inc. has completed another successful campaign cycle and we are fully committed to ensuring proper utilization of the financial resources entrusted to us by our community through proper management of expenses and appropriate investments in programs and services throughout the province.

Our financial statements for our 2013 year end have been audited by Grant Thornton LLP and are included in the AGM package and are also available upon request by contacting the offices of United Way of Newfoundland and Labrador.

Some highlights of our financial activities for the year ended March 31, 2013 include: Our campaign revenues topped the million dollar mark for the first time this year at \$1,045,633! (as disclosed in Note 5 to the financial statements) On our Statement of Operations we have reported fundraising revenue of \$995,554, compared to \$889,695 in the previous year. Net fundraising revenue as reported on our Statement of Operations is net of donor designations and our required allocation to Health Partners. Community investment expenditures totaled \$814,477 and included \$500,050 (2012: \$470,888) in distributions to charities (another milestone this year as we broke the half million dollar mark!) as recommended by our Community Investment Committee and \$147,761 (2012: \$151,246) in distributions to charities designated by our donors.

I am pleased to report that actual total expenditures for fundraising and community investment support costs were within our budgeted amounts for 2013.

As of March 31, 2013, we held \$658,603 in our bank account and investments which includes \$548,827 from the fall 2012 campaign that had been collected to that date.

Proper financial management and accountability contribute to the many ways in which United Way of Newfoundland and Labrador will continue to build and increase its support and leadership for building a better community and making Newfoundland and Labrador a great place for everyone. We could not have accomplished these results without the dedication and professionalism of our staff and the commitment and expertise of hundreds of volunteers and our more than 2600 individual donors.

Sherry Walsh
Treasurer, United Way of Newfoundland & Labrador Board of Directors

**Financial Statements
Fiscal Year Ending
March 31, 2013**



Financial Statements

United Way of Newfoundland and Labrador Inc.

March 31, 2013



Independent auditors' report

Grant Thornton LLP
Suite 300
15 International Place
St. John's, NL
A1A 0L4
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F (709) 722-7892
www.GrantThornton.ca

To the Directors of
United Way of Newfoundland and Labrador

We have audited the accompanying financial statements of United Way of Newfoundland and Labrador, which comprise the statements of financial position as at March 31, 2013, March 31, 2012 and April 1, 2011, and the statements of operations, changes in net assets and cash flows for the years ended March 31, 2013 and March 31, 2012, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

Basis for qualified opinion

In common with many charitable and not-for-profit organizations, the United Way of Newfoundland and Labrador Inc. derives part of its revenue from donations and fundraising activities which are not susceptible to conclusive audit verification. Accordingly, our verification of revenue from these sources was limited to amounts recorded in the records of the Organization and we were not able to determine whether any adjustments might be necessary to revenue, excess of revenue over expenditures, assets and General Fund.

Qualified opinion

In our opinion, except for the effects of the matter described in the Basis for qualified opinion paragraph, the financial statements present fairly, in all material respects, the financial position of United Way of Newfoundland and Labrador as at March 31, 2013, March 31, 2012 and April 1, 2011, and the results of its operations and its cash flows for the years ended March 31, 2013 and March 31, 2012 in accordance with Canadian accounting standards for not-for-profit organizations.

St. John's, Canada

September 2, 2014



Chartered Accountants

United Way of Newfoundland and Labrador
Statement of Operations

Year Ended March 31,	2013	2012
Fundraising revenue		
Campaign (Note 5)	\$ 995,554	\$ 889,695
Pledge (loss) gain	<u>(16,978)</u>	<u>15,412</u>
Net fundraising revenue	978,576	905,107
Other revenue		
Interest	<u>1,800</u>	<u>1,762</u>
	980,376	906,869
Expenditures		
Fundraising	<u>126,363</u>	<u>144,017</u>
Total net revenue	854,013	762,852
Community investment (Note 6)	<u>814,477</u>	<u>751,651</u>
Excess of revenue over expenditures	<u>\$ 39,536</u>	<u>\$ 11,201</u>

See accompanying notes to the financial statements.

United Way of Newfoundland and Labrador
Statement of Changes in Net Assets

	March 31 2013	March 31 2012	(Note 3) April 1 2011
Net assets, beginning of year	\$ 835,595	\$ 824,394	\$ 825,023
Excess (deficiency) of revenue over expenditures	<u>39,536</u>	<u>11,201</u>	<u>(629)</u>
Net assets, end of year	<u>\$ 875,131</u>	<u>\$ 835,595</u>	<u>\$ 824,394</u>

See accompanying notes to the financial statements.

United Way of Newfoundland and Labrador
Statement of Financial Position

(Note 3)

	March 31 2013	March 31 2012	April 1 2011
Assets			
Current			
Cash and cash equivalents	\$ 658,603	\$ 633,936	\$ 676,570
Pledges receivable (Note 7)	399,249	369,976	306,694
Harmonized sales tax receivable	7,204	5,901	4,181
Prepays	<u>5,205</u>	<u>4,826</u>	<u>4,913</u>
	1,070,261	1,014,639	992,358
Capital assets (Note 8)	<u>1,321</u>	<u>1,887</u>	<u>2,696</u>
	<u>\$ 1,071,582</u>	<u>\$ 1,016,526</u>	<u>\$ 995,054</u>
Liabilities			
Current			
Payables and accruals	\$ 18,277	\$ 18,452	\$ 9,857
Deferred campaign designations	<u>178,174</u>	<u>162,479</u>	<u>160,803</u>
	196,451	180,931	170,660
Net assets			
General Fund balance	<u>875,131</u>	<u>835,595</u>	<u>824,394</u>
	<u>\$ 1,071,582</u>	<u>\$ 1,016,526</u>	<u>\$ 995,054</u>

Commitments (Note 9)

On behalf of the Board

Director_____
Director

See accompanying notes to the financial statements.

United Way of Newfoundland and Labrador
Statement of Cash Flows

Year ended March 31	2013	2012
Increase (decrease) in cash and cash equivalents		
Operating		
Excess of revenue over expenditures	\$ 39,536	\$ 11,201
Amortization	<u>565</u>	<u>809</u>
	40,101	12,010
Change in non-cash operating working capital (Note 11)	<u>(15,434)</u>	<u>(54,644)</u>
	<u>24,667</u>	<u>(42,634)</u>
Net increase (decrease) in cash and cash equivalents	24,667	(42,634)
Cash and cash equivalents		
Beginning of year	<u>633,936</u>	<u>676,570</u>
End of year	<u>\$ 658,603</u>	<u>\$ 633,936</u>

See accompanying notes to the financial statements.

United Way of Newfoundland and Labrador

Notes to the Financial Statements

March 31, 2013

1. Purpose of the Organization

The mission of the United Way of Newfoundland and Labrador Inc. is to strengthen neighbourhoods and communities by facilitating programs and services that link people and resources, encourage participation and increase giving. The United Way of Newfoundland and Labrador Inc. is a not-for-profit organization and is a registered charity under the Income Tax Act.

2. Summary of significant accounting policies

Basis of presentation

The Organization has prepared these financial statements in accordance with Canadian Accounting Standards for Not-for-Profit Organizations (ASNPO).

Use of estimates

Management reviews the carrying amounts of items in the financial statements at each financial position date to assess the need for revision or any possibility of impairment. Many items in the preparation of these financial statements require management's best estimate. Management determines these estimates based on assumptions that reflect the most probable set of economic conditions and planned course of action.

These estimates are reviewed periodically and adjustments are made to excess of revenue over expenditures as appropriate in the year as they become known.

Items subject to significant management estimates includes pledges receivable.

Campaign revenue

The Organization follows the deferral method of accounting. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Donor designations, which have externally imposed restrictions, are recognized as revenue in the year funds are received and the designated agency is funded.

Campaign revenue is comprised of unrestricted contributions from the current year campaign achievement and designated contributions recognized in the year. An allowance for pledge loss is provided annually based on historical percentages for pledge collections and on actual collection experience.

Grant revenue

Revenues from grants are recognized as deferred revenue when amounts have been received but not all eligibility criteria or stipulations have been met.

United Way of Newfoundland and Labrador
Notes to the Financial Statements
March 31, 2013

2. **Summary of significant accounting policies (cont'd.)**

Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, balances with banks and short-term maturities in the General Fund.

Capital assets

Capital assets are recorded at cost. Amortization is provided annually at rates calculated to write off the assets over their estimated useful life as follows, except in the year of acquisition when one half of the rate is used.

Computer equipment	30%, declining balance
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When a capital asset no longer has any long term service potential to the organization, the excess of its net carrying value over residual value is recognized as an expense in the statement of operations. Any write-downs recognized are not reversed.

Donated goods and services

A substantial number of individuals and business organizations have donated significant amounts of their time and services in kind to the United Way's fundraising activities and its community investment process. Donated materials and services are not recorded in the financial statements as its fair value cannot reasonably be estimated.

Financial instruments

Initial measurement

The Organization's financial instruments are measured at fair value when issued or acquired. For financial instruments subsequently measured at cost or amortized cost, fair value is adjusted by the amount of the related financing fees and transaction costs. Transaction costs and financing fees relating to financial instruments that are measured subsequently at fair value are recognized in operations in the year in which they are incurred.

Subsequent measurement

At each reporting date, the Organization measures its financial assets and liabilities at cost or amortized cost (less impairment in the case of financial assets). The financial instruments measured at amortized cost are cash and cash equivalents, pledges receivable and payables and accruals.

For financial assets measured at cost or amortized cost, the Organization regularly assesses whether there are any indications of impairment. If there is an indication of impairment, and the Organization determines that there is a significant adverse change in the expected timing or amount of future cash flows from the financial asset, it recognizes an impairment loss in the statement of operations. Any reversals of previously recognized impairment losses are recognized in operations in the year the reversal occurs.

United Way of Newfoundland and Labrador

Notes to the Financial Statements

March 31, 2013

3. First-time adoption

These financial statements are the Organization's first financial statements prepared using ASNPO. The date of transition to ASNPO was April 1, 2011. The accounting policies presented in Note 2 to the financial statements were used to prepare the financial statements for the year ended March 31, 2013, the comparative information and the opening statement of financial position as at the date of transition.

The adoption of ASNPO did not result in any adjustments to the previously reported assets, excess of revenue over expenditures and statement of cash flows of the Organization.

Section 1501, First-time Adoption by Not-for-profit Organizations contains exemptions to full retrospective application which the Organization may use upon transition. The Organization did not apply any optional exemptions.

4. Financial instruments

Risks and concentrations

The Organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the Organization's risk exposure and concentrations at March 31, 2013.

Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Organization's main credit risk relates to its pledges receivable of \$399,249 (2012 - \$369,976; 2011 - \$306,694). In the opinion of management the credit risk exposure to the Organization is low and not material.

Liquidity risk

The Organization does have a liquidity risk in the payables and accruals of \$18,277 (2012 - \$18,452; 2011 - \$9,857). Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization reduces its exposure to liquidity risk by ensuring that it documents when authorized payments become due. In the opinion of management the liquidity risk exposure to the Organization is low and not material.

United Way of Newfoundland and Labrador

Notes to the Financial Statements

March 31, 2013

5. Campaign revenue	<u>2013</u>	<u>2012</u>
Campaign achievement	\$ 1,045,633	\$ 941,809
Donor designations deferred	(174,955)	(162,479)
Donor designations recognized during the year	162,479	160,803
Allocation to Health Partners	<u>(37,603)</u>	<u>(50,438)</u>
	<u>\$ 995,554</u>	<u>\$ 889,695</u>

6. Community investment	<u>2013</u>	<u>2012</u>
Community investment	\$ 500,050	\$ 470,888
Donor designations	147,761	151,246
Community investment support costs	154,155	121,637
Expansion	7,000	2,058
Allocation to the United Way of Canada	<u>5,511</u>	<u>5,822</u>
	<u>\$ 814,477</u>	<u>\$ 751,651</u>

7. Pledges receivable	<u>March 31</u> <u>2013</u>	March 31 <u>2012</u>	April 1 <u>2011</u>
Pledges and designated pledges to the campaign	\$ 1,045,632	\$ 941,809	\$ 817,376
Allocation to health partners	(37,603)	(50,438)	(42,317)
Estimated loss on pledges	<u>(59,953)</u>	<u>(29,252)</u>	<u>(23,015)</u>
Estimated pledges receivable	948,076	862,119	752,044
Cash received for the campaign	<u>(548,827)</u>	<u>(492,143)</u>	<u>(445,350)</u>
	<u>\$ 399,249</u>	<u>\$ 369,976</u>	<u>\$ 306,694</u>

Total transfers from other United Way organizations received during the year totalled \$301,052 (2012 - \$268,818). There were no transfers to other United Way organizations during the current or prior year.

8. Capital assets			<u>March 31</u> <u>2013</u>	March 31 <u>2012</u>	April 1 <u>2011</u>
	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>	<u>Net Book Value</u>	<u>Net Book Value</u>
Computers	\$ 4,531	\$ 3,210	<u>\$ 1,321</u>	<u>\$ 1,887</u>	<u>\$ 2,696</u>

United Way of Newfoundland and Labrador

Notes to the Financial Statements

March 31, 2013

9. Commitments

Under the terms of long-term contracts related to the rental of office space and equipment, the Organization is committed to make the approximate lease payments for the next three years as follows:

2014	\$	41,416
2015	\$	40,954
2016	\$	34,128

10. General and administrative costs

The Organization allocates its costs to two functional areas: fundraising and community investment. General and administrative costs which do not pertain specifically to either function are allocated to the functional areas based on management estimates. These estimates have been established using estimates of time devoted by staff in functional areas.

General and administrative costs have been allocated as follows:	<u>2013</u>	<u>2012</u>
To fundraising expenses	55%	55%
To community investment	45%	45%

11. Supplemental cash flow information

	<u>2013</u>	<u>2012</u>
Change in non-cash operating working capital		
Pledges receivable	\$ (29,273)	\$ (63,282)
Harmonized sales tax receivable	(1,303)	(1,720)
Prepays	(379)	87
Payables and accruals	(174)	8,595
Deferred campaign designations	<u>15,695</u>	<u>1,676</u>
	<u>\$ (15,434)</u>	<u>\$ (54,644)</u>

12. Related party transactions

During the year, pledges in the amount of \$13,884 (2012 - \$2,600) have been made by directors of the Organization.

We ourselves feel that what we are doing is just a drop in the ocean. But the ocean would be less because of that missing drop.

~Mother Theresa



United Way
Newfoundland
and Labrador

Community Investment Report

I am pleased to report on behalf of the Community Investment Committee.

The Committee has a group of dedicated volunteers that come together each year to review and evaluate applications for program or service funding through United Way's community fund. As the campaign grows, so too does the work of our committee, and their work is truly appreciated.

As the understanding of United Way in our community grows, the number of organizations that submit applications grows. During the Community Fund process, the Committee received and reviewed 72 applications requesting over \$1.2 million in program and project funding, and unfortunately we could not say yes to each and every application, no matter how worthwhile.

With the financial help of our donors from the 2012 workplace campaign we were able to provide \$650,000 in Community Fund allocations to support various local programs and services. People contribute to United Way of Newfoundland and Labrador's Community Fund because they know one gift will go a long way, when it's combined with hundreds of other individuals donations.

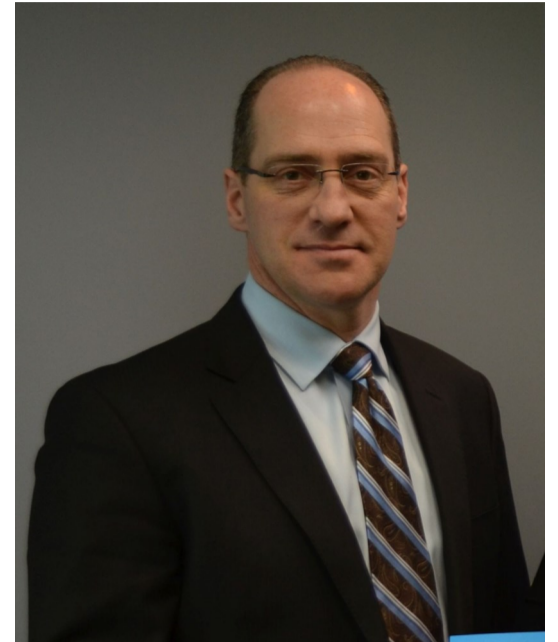
Young children need your help to get a healthy start, families under stress need your help to find support in their community, youth at risk need your help to develop skills and employment, vulnerable people need your support to overcome isolation and daily challenges, women and children living in violent situations need your help to find safety.

On behalf of the Community Investment Committee, I thank all our donors for the support they give to United Way and allowing us the chance to assist those most vulnerable in our community. Everyone has something to contribute—our volunteers; our donors; and those who we endeavor to help. Everyone's potential can be realized.

We are also pleased that we are making strides in increasing capacity and sustainability through our Community Fund investments – in organizations right across the province. Each agency that receives funding signs a legal Funding Agreement that binds them to use the funds as requested and as directed, as well as an obligation to report back to United Way on the use of funds and evaluation and outcomes of the program or service provided. These reports increase United Way's ability to report to our donors regarding how we are investing THEIR gifts in these organizations.

In today's materials there is a complete Community Fund recipient list, showing the impact that these contributions have on communities right across our province, and are just this year's examples of how supporting your United Way campaign makes a difference - one person, one family, and one community at a time.

Insp. Jason Sheppard
Chair, Community Investment Committee (2012—2014)





United Way
Newfoundland
and Labrador

Community Fund Recipients

*As a result of 2012 campaign proceeds.

A Breath of Fresh Air Playground Committee - \$20,000
Playground Project

All Hallows Elementary Community Park Project Committee - \$9,000
All Hallows Elementary Community Park Project

Association for New Canadians - \$9,685
Diversity Training Initiative

Big Brothers, Big Sisters NL - \$9,000
Teen Mentoring Program

Bishop Abraham Elementary - \$3,500
Spring Board to Literacy 13

Boys and Girls Club of St. John's - \$20,000
Career Launch Program

Canadian Diabetes Association, NL - \$20,000
Peer Support Program (Pilot Phase)

Canadian Mental Health Association, NL Division - \$7,000
Mental Health for All

Central Northeast Health Foundation Inc. - \$9,367
Chest Compressions System for residents of Fogo Island

Church Lads Brigade - \$5,000
C.L.B. Summer Camping Program

Community Sector Council NL - \$7,700
Alliances for Community Engagement (ACE)

Community Youth Network, Isles of Notre Dame- \$15,960
Youth and Kids Celebrating Life

Easter Seals NL- \$25,000
Easter Seals Accessible Playground

Eating Disorder Foundation NL- \$30,000
BODY TALK - Exploring Body Image (\$15,000)
Carer & Sibling Education Support Group (\$15,000)

For the Love of Learning - \$14,000
Futures Look Bright

Gander Boys and Girls Club - \$9,700
Fun with Fine Arts

Jimmy Pratt Memorial Soup Kitchen - \$6,500
The Jimmy Pratt Memorial Outreach Centre Programs

Gonzaga High School Ancillary Operations Fund - \$7,320
Mindfulness at School

Habitat for Humanity NL - \$25,000
Habitat for Humanity St. Anthony Renovation

Happy City St. John's - \$6,000
My Happy City is...

John Howard Society of NL - \$10,200
Read to Ride Program (\$2,200)
Family Violence Risk Assessment Training (\$8,000)

Junior Achievement of NL Inc. - \$5,000
Economics for Success Program

Kids Eat Smart Foundation of NL - \$5,000
Fruit & Veggie First Grant Program

Kids Help Phone—\$20,000
Enhancing Mental Health Counseling Capacity in NL

KidSport NL - \$9,990
Subsidy program

Labrador Friendship Centre - \$19,000
Community Outreach Assistant with Community Food Bank

Learning Disabilities Association of NL - \$2,500
LD Stigma and Outreach Program

Moms for Play - \$6,000
St. Alban's Community Park

NL Laubach Literacy Council - \$21,272.72
Summer Reading for Fun

Pearson Park Project Committee - \$15,000
Pearson Park Project

Planned Parenthood - NL Sexual Health Centre - \$16,980
NL Healthcare and Services for Transgender Clients

Riverwood Community Park & School Playground - \$9,500
Community Park & School Playground

Roots of Empathy - \$12,000
Reaching More Children and Adults in NL

Rovers Search & Rescue Inc.—\$25,000
Rovers Command Post Replacement Project

Seniors Resource Centre of NL - \$10,000
Caregivers Out of Isolation NL

South and Central Health Foundation - \$16,231
Revitalization of Mental Health Unit Inpatient Rooms

Spinal Cord Injury NL - \$20,000
Peer Support and Individual Community Advocacy

Stella Burry Community Services - \$18,000
Hungry Heart Café Contract Meal Program

The Autism Society of NL - \$26,832.80
Creative Arts Therapy

The Open Door Community Youth Network - \$5,950
Family Fun Days

The Pottle Centre - \$8,000
Meal Program

The R.E.A.L. Program - \$9,000
The R.E.A.L. Program

Victorian Order of Nurses - \$9,500
VON St. John's Footcare Clinic

Virginia Park Elementary School Council - \$5,850
Launch into Literacy

Wabana Boys & Girls Club - \$9,500
Kids in Action

Waves of Change (Eastern Education Foundation) - \$20,000
Let Them Be Kids

Waypoints Inc. - \$22,950
The Youth Peer Support Program

YMCA of Northeast Avalon - \$30,000
Alternative Suspension Program

Youth 2000 Centre - \$2,250
Back Pack Program



Nominating Committee Report

As the Chair of the Nominations Committee, it was my responsibility to ensure that the slate of candidates are representative of the community we serve. Our Board of Directors must represent diversity in backgrounds and skills and reflect broad community interests without domination by one interest group.

As we evolve from our beginnings as an Avalon based organization to becoming a truly provincial body, we are also working to have our Board of Directors reflect this – and as the terms of existing Board members expire we are recruiting additional Board Members from other parts of the province to assist with ensuring that our organization has a lens on the province as a whole.



Following those guidelines and our existing By-Laws, this year we have vacancies on our Board of Directors with regard to geographic representation. We do have new members to elect, and new Directors representing Central and Western Newfoundland. We are still recruiting for a member to represent Labrador, as it is in our organization’s best interest to ensure that all areas of the province are represented, giving our Board of Directors the truly provincial content we are hoping to achieve. This year’s Slate of Directors:

RETURNING BOARD MEMBERS

Padraig Mohan, Chair
Joseph Browne, Vice-Chair
Don Belanger, Director
Jerry Young, Director
Kevin Ellis, Director, Central Representative
Stephanie Korab, Chair, Marketing Committee
Stephen Pike, Director
Sherry Walsh, Treasurer
Ashley Butt, Director, Western Representative

TERM

Three Year Term to AGM for FY 2016
Three Year Term to AGM for FY 2015
Two Year Term to AGM for FY 2014
Two Year Term to AGM for FY 2014
Two Year Term to AGM for FY 2014
Three Year Term to AGM for FY 2015
Three Year Term to AGM for FY 2015
Three Year Term to AGM for FY 2015
Two Year Term to AGM for FY 2014

APPOINTED & WHILE IN POSITION MEMBERS

Daniel Reid, Director, Labour Movement Appointment
Brian Groves, Chair, Campaign Management Team
Patrick Roche, Chair, Community Investment Committee

Appointed
While In Position
While In Position

NEW BOARD MEMBERS

Erin Manning, Director
Robert Rogers, Director, Central Representative
Barbara Genge, Director, Western Representative

Three Year Term to FY 2016
Three Year Term to FY 2016
Three Year Term to FY 2016

Jerry Young
Chair, Nominations Committee

How wonderful it is that
nobody need wait a single
moment before starting to
improve the world.

~Anne Frank



United Way
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and Labrador

Our Volunteers

These individuals work tirelessly to ensure United Way operates in an effective and efficient manner. Behind the scenes and quietly, they are making Change Start Here.

Board of Directors*

Suzanne Parks, Chair
Kathryn Atkin, Past Chair
Padraig Mohan, Vice-Chair
Sherry Walsh, Treasurer
Don Belanger, Director
Mark Brown, Director (Founding Chair)
Kevin Ellis, Director (Central NL Representative)
Stephanie Korab, Director (Chair, Marketing Committee)
Mike Murphy, Director (Labour Appointee)
Geoff Parker, Director (Chair, Campaign Management Team)
Gary Peddle, Director
Charles Pender, Director (Western NL Representative)
Steve Pike, Director
Daniel Reid, Director (Labour Appointee)
Jason Sheppard, Director (Chair, Community Investment Committee)
Karen White, Director (Labour Appointee)
Jerry Young, Director



Subcommittees of the Board*

**This includes Marketing, Campaign Management Team, Audit & Community Investment Committees)
(served all or part of the period April 1, 2012 through March 31, 2013)**

Lily Abbass	Ian Hoffman
Al Antle	David Howe
Julie Avery	Bill Janes
Rebecca Bell	Sharon King
Keith Butler	Ruby Manuel
Penny Blackwood	Mike McDonald
Joseph Browne	Jennifer McGrath
Moya Cahill	Meg O'Neill
Ian Chaytor	Justine Perry
Hazel Clarke	Leigh Puddester
Victoria Collins	Mark Sexton
Judy Cook	Mary Shortall
Lesley Ann Corrigan	Judy Stratton
Sharon Duggan	Karen Whelan
Chris Herridge	Sean Wiltshire
Kim Hoskins	Amy Wyse
Keir Hiscock	



Thank You!!

*served all or part of the period April 1, 2012 through March 31, 2013



United Way
Newfoundland
and Labrador

Our Volunteers

Volunteers are the lifeblood of our organization. In addition to our Board of Directors and internal volunteers, there are HUNDRED of individuals that assist us annually. These are our impact speakers, employees in workplaces going above and beyond, and those that support our events.

We Thank You!





United Way
Newfoundland
and Labrador

Around the Office

Our staff is committed to working in partnership with others to mobilize people and resources to address the root causes of social problems, and to change neighbourhood conditions for the better. We strive to ensure that as much of every dollar as possible goes to the community. We also strive to run a lean and efficient organization – one that is transparent, accountable and effective. We are committed to supporting a network of agencies that reflect and respond to the needs of our community.



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Diana Fisher, Marketing & Communications Coordinator

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United Way
Newfoundland
and Labrador

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www.facebook.com/UnitedWayNL

Never doubt that a small
group of thoughtful,
committed citizens can
change the world;
indeed, it's the only thing that
ever has.

~Margaret Mead