

2010—2011 Financial Report

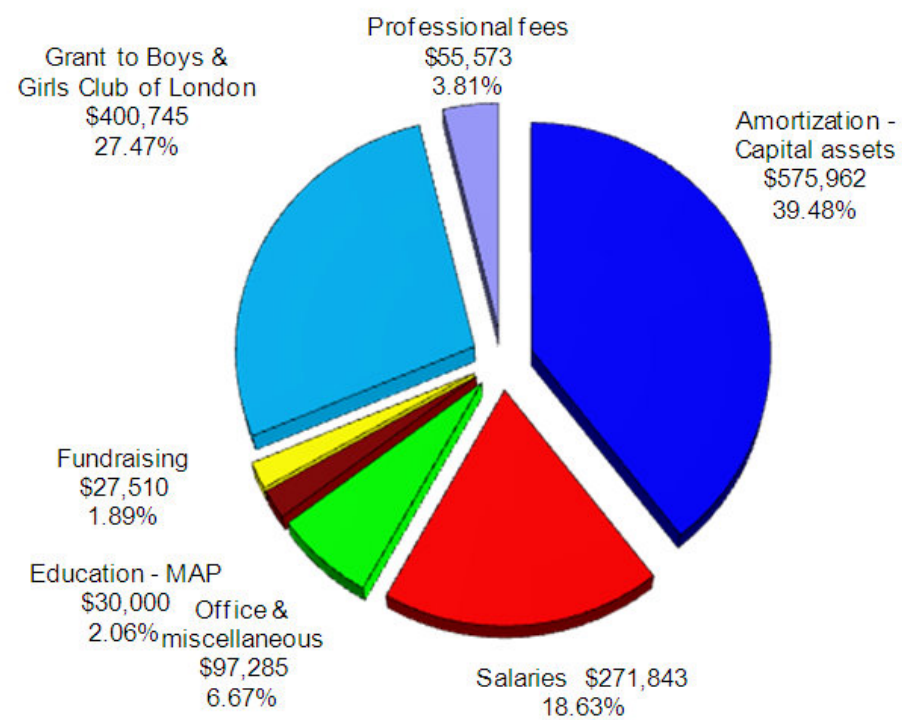
This report includes consolidated information of the different program run at the Foundation

	2011 \$	2010 \$
Financial Position		
Total Assets	19,107,069	17,618,532
Total Liabilities & Deferred Revenue	<u>4,590,348</u>	<u>4,074,363</u>
Net Assets	14,516,721	13,544,169
Results of Operations		
Total Revenues	2,441,603	3,195,056
Total Expenses	<u>1,458,918</u>	<u>1,435,732</u>
Deficiency of Revenue over Expenses for the year	982,683	1,759,324
Cash Flows		
Cash used in operating activities	2,159,399	2,217,777
Cash generated from financing and investing activities	<u>(2,183,461)</u>	<u>(2,233,645)</u>
Net Increase in cash	(24,0620)	(15,868)

Held in Trust for Scholarships and Bursaries: King's University College—\$173,636 and Fanshawe College- \$2,062,905

This is a summary of the complete 2010—2011 Financial Statements audited by Pricewaterhouse Coopers LLP

Expenses Distribution 2010—2011 Total \$1,458,918



Boys & Girls Club of London Foundation Annual Report 2011

Projects Completed:
 \$1.4 Million Infrastructure Project
 \$800,000 Solar Rooftop Project
 \$410,878 Sustaining Grant to Children & Youth Programs
 \$50,000 Solar Thermal Rooftop Project for Wellness Pool

Serving 43 neighbourhoods in the London Community and more than 15,000 individuals

The Hart-Donner Report

Fundraising not Financing

Our team had an outstanding year which is reflected in the highlights of our Annual Report. Funders, supporters, volunteers, board members and staff made these results possible through hard work and dedication to the cause. It has been a privilege to lead such a committed group of people. Thank you for making our city and county a better place to for those most in need. Over 15,000 individuals in our extended family were served.

In our 2011-2018 strategic plan we have set a goal of raising over \$3.75 million by 2018 to sustain all of the programs run by the Boys & Girls Club Operating Board. These goals are achievable through a collective effort in engaging donors with our vision. This vision requires donors to rethink fundraising as financing to ensure continued programming excellence for our members and stakeholders.

Critics are right to focus on costs for fundraising. However, we must not forget the need to maintain a competitively compensated team to provide stewardship and in order to drive the execution of the strategic plan. The Foundation Board's fundraising costs and overhead are under 24% which is below the 30% considered best practice for a well managed Not-for-Profit agency. The Foundation will continue to provide transparency on costs and drive efficiencies to deliver better results.

The Foundation must deliver reasonable goals and expectations to donors ensuring that all gifts provide sustainable funding. We should not make promises to our donors that we are unable to meet. The Foundation must also ensure that new projects fit in our strategic plan and culture. We have a core responsibility to fund the operations of the club and support the development of new programs for our members.

More than **1,053 Volunteers** contributed **29,362 hours** of their time, talent and energy to programs at the Boys & Girls Club of London which is worth more than **\$440,000**

Highlights 2010-2011

- \$1.4 Million Infrastructure Project completed
- \$800,000 Solar Rooftop Project completed
- \$50,000 Solar Thermal Rooftop Project for Wellness Pool completed
- \$154,071 in restricted funds and \$828,102 in assets reflect the excellent work of our Investment Committee
- \$982,685 in surplus revenue
- \$90,000 Para-transit vehicle purchased for the Transit Program
- \$380,000 raised through the Boys & Girls Club of London Scholarship Golf Tournament to date
- \$180,745 in education and employment was invested for the M.A.P. Program
- \$30,000 investment in post secondary scholarships at University of Western Ontario)

Our sustainability will be challenged. Our organization faces increasing competition for funding. That competition is causing "donor fatigue" amongst our donors. Traditional funders are unable and unwilling to provide inflationary adjustments. Our investments are continuing to be volatile with preservation of capital being a primary goal. These facts mean that we must increase our fundraising goals to ensure the sustainability of our valued programming.

Our Challenge: We cannot stop raising money! Our board can and must start planning for the financing of our members' needs and the future sustainability of our cause and work. We need your help and financial support!

Thank you for making our future so bright for those most in need.

Gord Hart - President
Don Donner - CEO

Fundraising & Special Events For Year Ending March 31, 2011

In February 2011, \$54,728 was raised by teams of families, friends, co-workers, local businesses and service clubs for the H.W. Coulson Swim-A-Thon. Funds were directed to Children and Youth programs.

The 21st Annual Florida Classic Golf Tournament was held at Saddlebrook Resort in Florida in November 2010. A total of \$15,136 was raised. This event continues to promote awareness of the programs and services at the Boys & Girls Club of London. Education of potential donors and sponsors is needed to ensure our future success in a variety of fundraising events and planned giving opportunities.

Bequests totaling \$81,208 were received through thoughtful donors.

The Foundation supported the Boys & Girls Club of London through a sustaining operating grant of \$220,000, a deficit reduction grant of \$10,133 and \$180,745 for scholarships and bursaries for a grand total of \$410,878.

The Foundation Board Team

President: Gord Hart
Vice President: Peter McConnell
Treasurer: Mary-Elayne Michniewicz

Directors:

Tom Burnett	Darnel Miller
Michael Robb	David Rusciollelli
Gord Rolleston	Brian Waltham
Jacob S.E. Clark	Richard Chartrand
Robert Kayser	Mark Van Raay
Patrick Donohue	Ryan Gibbons

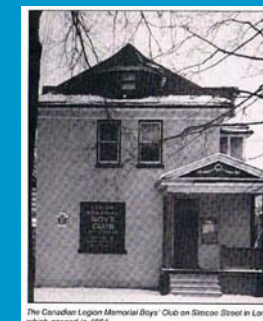
C.E.O: Don Donner

C.F.O: Julio Cristales

Fundraising & Special Events Coordinator: Leigh-Anne Tyson



The tradition continues as local branches of the Royal Canadian Legion maintain their support of the Boys & Girls Club of London. The Roosevelt Branch founded the Club 55 years ago in 1956.



WE HELP CHILDREN, YOUTH & SENIORS FROM HEAD TO TOE

- 10,000 meals served this year
- 1532 coats given to children through Coats for Kids
- 200 backpacks given to youth for back to school
- Sneaker exchange program
- 200 individuals have visited the free dental clinic
- School uniforms, supplies and books given for the M.A.P. Program
- 32,960 visits by children on the bus and 51,188 visits by seniors on the bus
- 74,553 visits to physical, health and wellness programs for seniors

THE COMMUNITY:
43 NEIGHBOURHOODS SERVED
Over 15,000 Individuals were served in total, including Children & Youth, Seniors, 'Students, Volunteers and Families living in the City of London and Middlesex County



Club AGM September 2011