

# WELCOME TO UNITED WAY<sub>of</sub> CALGARY<sub>and</sub> AREA's



## 2013 ANNUAL GENERAL MEETING



VIEW OUR 2012 ANNUAL REPORT ONLINE  
[www.calgaryunitedway.org](http://www.calgaryunitedway.org)

## 2012 – 2013 BOARD OF DIRECTORS - OFFICERS

**Board Chair:** Art Korpach  
Retired Vice Chairman  
CIBC World Markets Inc.

**Board Vice-Chair:** Heather Culbert  
Community Volunteer

**Past Board Chair:** Nashir Samanani  
Former President and CEO  
Elluminate Inc.

**Chair, Finance and Audit:** Marlie Burt  
President, Burt Energy Ltd.

**Chief Executive Officer:** Dr. Lucy Miller  
President, United Way of Calgary and Area

**Chief Operating Officer:** Heather MacDonald  
Vice President, United Way of Calgary and Area

**Chief Financial Officer:** Malcolm Gowie  
United Way of Calgary and Area

## 2012 – 2013 BOARD MEMBERS

**Ryan Bechard**  
Director, Gallagher Energy Risk Services

**Chris Burley**  
Corporate Director

**Marlie Burt**  
President, Burt Energy Ltd.

**Heather Culbert**  
Community Volunteer

**Marie Delorme**  
CEO, The Imagination Group

**Beth Diamond**  
Managing Partner, National Public Relations

**Ellen Dungen**  
Community Volunteer

**Rodney D. Gray**  
Vice President, Finance, Enerplus Corporation

**\*Dick Hehr**  
Community Volunteer

**Barb Higgins**  
Community Volunteer

**\*Linda Hohol**  
Retired Financial Executive and Director, TSX Venture  
Exchange

**Nicholas J. Johnson**  
Managing Director, Corporate Finance, FirstEnergy Capital  
Corp.

**Art Korpach**  
Retired Vice Chairman, CIBC World Markets Inc.

**\*Adam Legge**  
President and CEO, Calgary Chamber of Commerce

**Joe Lougheed**  
Partner, Dentons Canada LLP

**\*Bruce March**  
Chairman, President and CEO, Imperial Oil Ltd.

**John Masters**  
Community Volunteer

**Dr. Lucy Miller**  
President & CEO, United Way of Calgary and Area

**Jeff Pearson, Sr.**  
Business Development Eng., TAQA North Ltd.

**\*Cameron Plewes**  
Managing Director, Corporate Finance, Peters and Co.

**Sue Riddell Rose**  
President and CEO, Perpetual Energy Inc.

**\*Andrea Robertson**  
President and CEO, STARS and STARS Foundation

**Jaymal Ruparell**  
President and CEO, RJR Enterprises Ltd.

**Shannon Ryhorchuk**  
Partner, PricewaterhouseCoopers

**\*Nashir Samanani**  
Former President and CEO, Elluminate, Inc.

**Chris Seasons**  
President, Devon Canada Corporation

*\*Retiring Board Members*

## EX-OFFICIO BOARD MEMBERS

**Joe Connors**  
Internal Communications Advisor,  
Encana Corporation

**Russ Girling**  
President and CEO,  
TransCanada Corporation

**Larry Macdonald**  
Point Energy

**Leslie O'Donoghue**  
Executive VP, Corp.  
Development & Strategy and  
Chief Risk Officer, Agrium Inc.

## A MESSAGE FROM THE FINANCE AND AUDIT COMMITTEE CHAIR

In 2012, Calgarians once again demonstrated the generosity they are known for in giving record donations to United Way of Calgary and Area to help create an extraordinary community that is great for everyone. United Way continues to support hundreds of charitable programs and in recent years the organization has taken on a unique role that builds the connections and engagement needed to bring about deep-rooted community change. United Way is well positioned to continue its collaborative mandates in these areas in the year ahead.

I am pleased to present the summarized financial statements for the year ended December 31, 2012.

Marlie Burt CA  
Finance and Audit Committee Chair  
United Way of Calgary and Area

## INDEPENDENT AUDITOR'S REPORT

### **To the Members of United Way of Calgary and Area:**

The accompanying summary financial statements, which comprise the summary statements of financial position as at December 31, 2012, December 31, 2011 and January 1, 2011 and the summary statements of operations for the years ended December 31, 2012 and December 31, 2011 are derived from the audited financial statements of United Way of Calgary and Area (the "Organization") as at December 31, 2012, December 31, 2011 and January 1, 2011 and for the years ended December 31, 2012 and December 31, 2011. We expressed an unmodified audit opinion on those financial statements in our report dated March 21, 2013. Those financial statements, and the summary financial statements, do not reflect the effects of events that occurred subsequent to the date of our report on those financial statements.

The summary financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of the Organization.

### **Management's Responsibility for the Summary Financial Statements**

Management is responsible for the preparation of a summary of the audited financial statements on the basis described in the note to the summary financial statements.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard 810, Engagements to Report on Summary Financial Statements.

### **Opinion**

In our opinion, the summary financial statements derived from the audited financial statements of the Organization as at December 31, 2012, December 31, 2011 and January 1, 2011 and for the years ended December 31, 2012 and December 31, 2011 are a fair summary of those financial statements, in accordance with the basis described in the note to the summary financial statements.

Deloitte LLP  
Chartered Accountants  
March 21, 2013



## SUMMARY STATEMENT OF OPERATIONS

Years ended December 31, 2012 and December 31, 2011

	GENERAL FUND \$	TOMORROW FUND \$	TOTAL 2012 \$	TOTAL 2011 \$ (Restated Note)
<b>Revenue</b>				
Net unrestricted campaign revenue	46,643,928	-	<b>46,643,928</b>	45,949,385
Donor restricted funds*	10,116,158	-	<b>10,116,158</b>	10,927,443
Investment income	531,205	558,482	<b>1,089,687</b>	1,249,268
Bequest	126,313	-	<b>126,313</b>	321,757
Gain (loss) on disposal of shares	852	-	<b>852</b>	-39,567
Other revenue	85,812	-	<b>85,812</b>	118,002
	57,504,268	558,482	<b>58,062,750</b>	58,526,288
<b>Expenses</b>				
Fundraising expenses	6,940,910	-	<b>6,940,910</b>	6,603,632
Net revenue available for United Way Community Service	50,563,358	558,482	<b>51,121,840</b>	51,922,656
United Way Community Service expenses	51,882,898	116,000	<b>51,998,898</b>	51,112,160
(Deficiency) excess of revenue over expenses before other item	-1,319,540	442,482	<b>-877,058</b>	810,496
Unrealized gains on investments	-	2,105,285	<b>2,105,285</b>	13,751
<b>(Deficiency) excess of revenue over expenses</b>	-1,319,540	2,547,767	<b>1,228,227</b>	824,247

\*Donor restricted funds include donor choice, grants and sponsorship.

## SUMMARY STATEMENT OF FINANCIAL POSITION

As at December 31, 2012, December 31, 2011 and January 1, 2011

	GENERAL FUND \$	TOMORROW FUND \$	TOTAL (DEC. 31, 2012) \$	TOTAL DEC. 31, 2011 (Restated Note)	TOTAL JAN. 1, 2011 (Restated - Note)
<b>Assets</b>					
Current	56,741,282	254,490	<b>56,995,772</b>	50,840,270	52,536,769
Investments	4,204,679	25,845,978	<b>30,050,657</b>	33,342,077	31,030,534
Tangible capital assets	1,199,104	-	<b>1,199,104</b>	1,229,300	1,413,487
	62,145,065	26,100,468	<b>88,245,533</b>	85,411,647	84,980,790
<b>Liabilities</b>					
Current	12,255,158	-	<b>12,255,158</b>	11,395,534	11,477,542
Deferred contributions - long-term	1,093,736	-	<b>1,093,736</b>	538,415	1,087,271
	13,348,894	-	<b>13,348,894</b>	11,933,949	12,564,813
<b>Fund Balances</b>					
Available for general use	8,400,000	-	<b>8,400,000</b>	8,500,000	7,800,000
Internally restricted	40,396,171	9,534,775	<b>49,930,946</b>	50,109,932	50,169,199
Externally restricted	-	16,565,693	<b>16,565,693</b>	14,867,766	14,446,778
	48,796,171	26,100,468	<b>74,896,639</b>	73,477,698	72,415,977
	62,145,065	26,100,468	<b>88,245,533</b>	85,411,647	84,980,790

**Note:** This summarized financial information is extracted from the annual financial statements audited by Deloitte LLP. A copy of the complete audited financial statements is available by writing to Malcolm Gowie, Chief Financial Officer, United Way of Calgary and Area, 600-105 12 Avenue SE, Calgary, AB T2G 1A1. This summarized financial information has been prepared in accordance with criteria developed by management. These criteria require management to ensure: 1) the summarized financial information agree with, or can be recalculated from the annual audited financial statements; 2) the summarized financial information contains the necessary information and is at an appropriate level of aggregation, so as not to be misleading to the users of this information, and 3) adequate disclosure of this criteria. During the year ended December 31, 2012, the Organization adopted the new accounting standards for not-for-profit organizations (the "new standards") issued by the Accounting Standards Board of the Canadian Institute of Chartered Accountants (CICA) and set out in Part III of the CICA Handbook. The impact of adoption of the new standards has been summarized in the annual financial statements audited by Deloitte LLP.

## A MESSAGE FROM OUR BOARD CHAIR

Thank you, Calgary, for your continued support of United Way. Last year over 55,000 of you committed your time, energy, passion and financial resources to support United Way and our initiatives. You helped us raise a record \$55.2 million which will be invested in our community.

You made it possible for us to tackle some of the most pressing social issues facing our community. Issues like helping the 3,000 youth who drop out of high school each year or the 150,000 people who continue to live in poverty in our city.



United Way is working on exciting and innovative collaborations to make a difference on these key issues. Our partnerships with agencies, government, school boards, corporate Calgary and the community are critical to tackling these difficult issues and to touching the lives of those in need. I know it will take some time, but I am confident that, with your continued support, we can meet these challenges and ensure Calgary truly is a great city for everyone.

As Winston Churchill once said, "We make a living by what we get, but we make a life by what we give."

Thank you, Calgary!

Art Korpach  
2012 Board Chair  
United Way of Calgary and Area

## 2013 FRANCIS LEFAIVRE AWARD Bill and Sharon Siebens

Bill and Sharon Siebens are generous contributors to numerous areas of our community, including the arts, politics, health and non-profit sectors.



They have strongly supported the work of United Way of Calgary and Area through their financial gifts as well as their help in identifying ways of linking with other organizations to address complex issues.

Throughout the years, Bill and Sharon have contributed greatly to their community through their involvement in United Way pilot projects, innovation work and volunteer committees. The Siebens personify the extraordinary generosity and community-minded spirit Calgary is known for.

United Way is delighted to recognize Bill and Sharon's tremendous philanthropic contributions with this year's Francis Lefavre Award.

## A MESSAGE FROM OUR PRESIDENT AND CEO

**We should be extremely proud of all we accomplished together in 2012!**

2013 will be about accelerating this success by playing an even stronger role in bringing people together to maximize service and maximize resources. It will be about partnering to connect Calgarians to the incredible opportunity grid that exists here in our city.

We all benefit when the children, families and individuals of our city get the chance to reach their full potential. Together, we must share responsibility for addressing the root causes of the social issues that keep many Calgarians from connecting and participating in the building of our city's future. The more people we can connect to the opportunities they need to succeed, the stronger and healthier our community becomes as a whole.

Thank you for your trust, commitment and support. Together, we're making Calgary a great city for everyone!

Dr. Lucy Miller  
President and CEO  
United Way of Calgary and Area



**United Way**  
Calgary and Area

Please visit [www.calgaryunitedway.org](http://www.calgaryunitedway.org) to view our online 2012 Annual Report and discover the difference United Way is making in your city!



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Change starts here.