

# Sarnia Lambton Future Fund Foundation

## 2021 Annual Report

It has been a busy and productive year for the Sarnia-Lambton Future Fund.

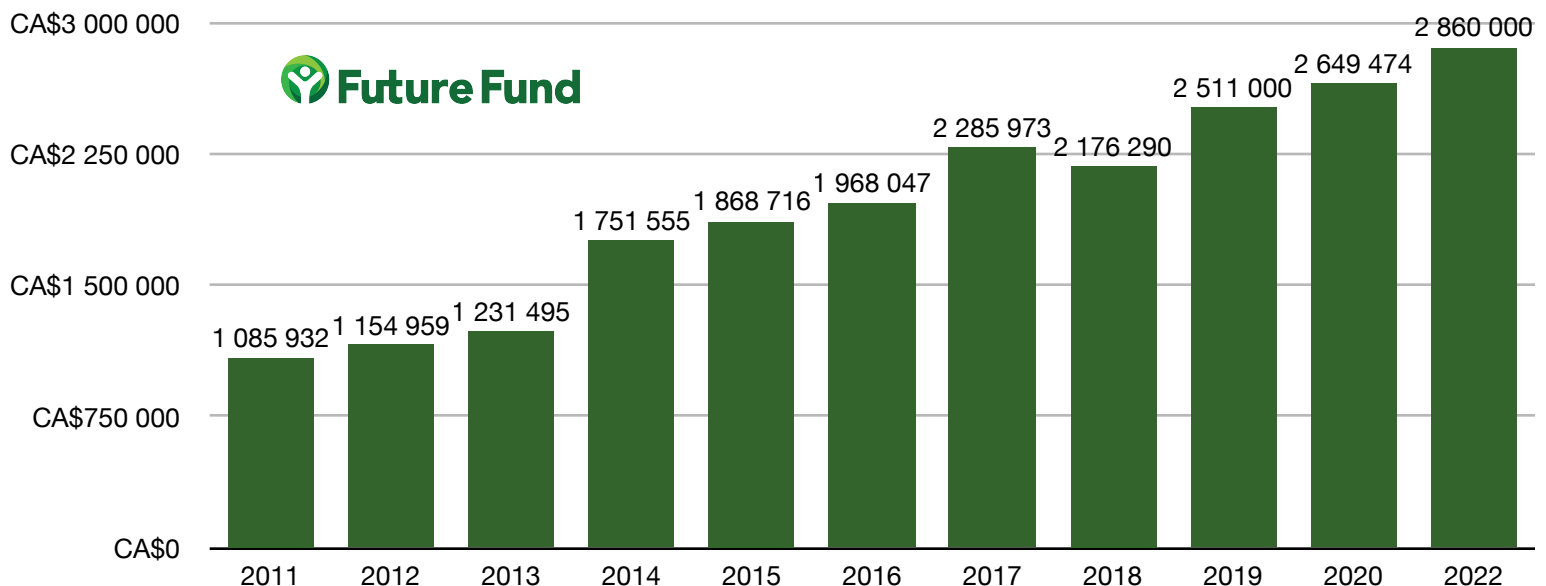
We were successful in obtaining our incorporation in the province of Ontario, as well as registering with CRA and most recently we applied for charitable agency status. This will enable the United Way to transfer the Future Fund assets to the Foundation. This will also enable the Future Fund Foundation to issue charitable gift receipts for any donations that might be directed to the Future Fund to be eligible for personal tax credits. Although we do not anticipate many, as most planned gifts will be funnelled through the United Way.

The Sarnia-Lambton Future Fund continued to see investment growth, and additionally received notification of a \$10,000 pledge from an individual's will. Overall, we hope that our capital investment under management by Ridgewood Capital Asset Management will be in excess of \$3 million by December 31, 2022.

As a result of our 2021 success, \$102,300 will be invested directly into local programs and services through our partner, United Way of Sarnia-Lambton in 2022. This investment represents 3.5% of the Future Fund capital as of October 31, of each year.

The Sarnia-Lambton Future Fund is an investment arm of the United Way, enabling the United Way to focus its attention on the annual campaign and immediate needs of the community. The Future Fund Foundation will focus on investing the endowment proceeds and promote planned giving and estate planning resulting in additional legacy contributions.

### 11 year growth chart, Future Fund Capital



# Sarnia Lambton Future Fund Foundation going forward

The immediate goal for the Sarnia-Lambton Future Fund is to obtain charitable agency status from CRA, and to grow the Future Fund Foundation capital to \$3M by December 31, 2022. This goal does not include the nearly \$975,000 in donated life insurance policies by donors who are still living. While the United Way is still willing to accept donations of life insurance policies under certain conditions, there is now a strict acceptance policy that will guide the United Way in its decision making process. The provincial government is looking at making permanent changes to this initiative.

The primary strategy for the United Way is to grow its Future Fund capital through the receipt of donations of planned gifts, largely contributions through estates and wills etc. With this in mind, the United Way has committed to support the Canadian Association of Gift Planners' *Will Power*. *Will Power* is a campaign that promotes donating to charities in wills and overall estate planning. Approximately 5% of individuals leave money to their favourite charity(ies), and *Will Power* aims to increase that to 8.5%. Such an increase could represent as much as \$40B in value to Canadian Charities, according to the Canadian Association of Gift Planners.

The United Way of Sarnia-Lambton is one of only six Canadian United Ways currently registered with *Will Power* and the United Way of Sarnia-Lambton and Raydon are the only two Sarnia-Lambton members.



## Future Fund Financials

| <b>Future Fund Revenue</b>                  | <b>2021</b>      | <b>2020</b>      |
|---|------------------|------------------|
| Memorial Donations                          | 105 510          | 21 540           |
| Interest Income                             | 187 992          | 106 649          |
| <b>Total Revenue</b>                        | <b>293 502</b>   | <b>128 189</b>   |
| <b>Future Fund Expenditures</b>             |                  |                  |
| Insurance Premiums & Office Expenses        | 59 564           | 53 289           |
| Excess of Revenue Over Expenditures         | 233 938          | 74 900           |
| <b>Fund Balance, Beginning of Year</b>      | <b>2 567 639</b> | <b>2 504 387</b> |
| Excess of Revenue Over Expenditures         | 233 938          | 74 900           |
| Inter-fund Transfers                        | (66 293)         | (91 245)         |
| <b>Unrealized Gain (Loss) on Investment</b> | <b>99 623</b>    | <b>79 596</b>    |
| <b>Fund Balance, Ending of Year</b>         | <b>2 834 907</b> | <b>2 567 638</b> |



**United Way**  
Sarnia-Lambton  
theunitedway.on.ca