



Big Brothers Big Sisters
of South Niagara

49th Annual General Meeting

September 17, 2012

6:30 p.m.

Casa Dante Lodge 19

Welland, Ontario

- Annual General Meeting
- Volunteer Service Awards
- Volunteer of the Year Award
- Lifetime Membership Presentation



start something



49th Annual General Meeting Agenda

1. Call to Order & Opening Remarks
2. Credentials Report
3. Approval of Agenda
4. Approval of Minutes of 48th AGM
5. Reports:
 - A) President
 - B) Administration
 - C) Public Relations & Recruitment
 - D) Fundraising & Sustainability
 - E) Executive Director
 - F) Treasurer
6. Auditor's Report
7. Motion #1—To appoint 2011-2013 Auditor
8. Motion #2—To approve fiscal year Board actions
9. Motion #3—To extend eligibility of Directors
10. Motion #4—Election of Directors
11. Motion to Adjourn



Minutes of 48th Annual Meeting

HELD ON THIS 12th DAY OF SEPTEMBER, 2011

AT 6:00 P.M. At the Casa Dante Lodge,

LINCOLN STREET, WELLAND ONTARIO

In attendance:

Directors: Jim Larouche, Stephanie Leheta, Trevor Marsh, Ryan Bissonnette, Bruce Smith, Nick Bodo, Mike Leone, Lisa Roepke, Tony Zenga, Tony Salvatori

Staff: Barb Van Der Heyden, Lorrie Poehlman, Andrea Birrell, Ashley Dunbabin, Ashley Secord.

Various other invited guests/award recipients.

The meeting was called to order by President, Stephanie Leheta who welcomed everyone in attendance.

President, Stephanie Leheta proceeded with the business for Big Brothers Big Sisters of South Niagara Inc.

Executive Director Barb Van Der Heyden presented the credentials report.

MOTION Mike Leone/Tony Salvatori. To approve the Agenda as printed.

#1 ---CARRIED---

MOTION Ryan Bissonnette/Jim Larouche- To approve the Minutes of the 46th

#2 Annual Meeting held on September 13th, 2010 as printed.

---CARRIED---

Stephanie Leheta read the President's Report as printed.

MOTION Mike Leone/Lisa Roepke-To approve the President's Report as

#3 presented. ---CARRIED---

Stephanie Leheta presented the Administration Committee Report.

MOTION Bruce Smith/Lisa Roepke- To approve the Administration

#4 Committee report as printed. ---CARRIED---

Stephanie Leheta presented the Public Relations & Recruitment Committee Report as printed.

MOTION Lisa Roepke/Bruce Smith - To approve the Public Relations

#5 & Recruitment Committee Report as printed. ---CARRIED---

Stephanie Leheta presented the Fund-raising & Sustainability Report as printed.

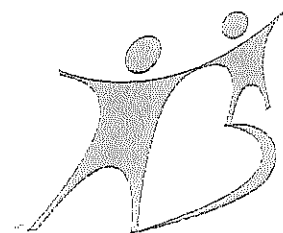
MOTION Tony Zenga/Trevor Marsh - To approve the Fund-Raising &

#6 Sustainability Report as printed. ---CARRIED---

Barb Van Der Heyden read her Executive Director's Report as printed.

MOTION Jim Larouche/ Tony Salvatori - To approve the Executive Director's

#7 Report as presented and printed. ---CARRIED---



Minutes of 48th Annual Meeting

Ryan Bissonnette gave a review of the Treasurer's Report as printed.

MOTION Ryan Bissonnette/Tony Salvatori - To approve the Treasurer's
#8 Report as printed. ---CARRIED---

Kelly called upon auditor Silvana Del Monaco to give the Auditor's Report.

Silvana gave an overview of the Auditor's Report as printed and stated they conducted their audit in accordance with Canadian Generally Accepted Auditing Standards.

MOTION Tony Zenga/Mike Leone - To approve the Auditor's Report
#9 as printed. ---CARRIED---

MOTION Bruce Smith/Trevor Marsh - To appoint Popoli Del Monaco auditors
#10 for the fiscal year 2010-11. ---CARRIED---

MOTION Jim Larouche/Tony Zenga -To approve all board actions for
#11 the year ending March 31, 2010 ---CARRIED---

Barb Van Der Heyden entertained a motion to extend Stephanie Leheta, Trevor Marsh and Bruce Smith's service on the board for another year.

MOTION Jim Larouche/Lisa Roepke -To extend the eligibility of
#12 Stephanie Leheta, Bruce Smith and Trevor Marsh to serve on the Board of Directors of Big Brothers Big Sisters of South Niagara for an additional year. ---CARRIED---

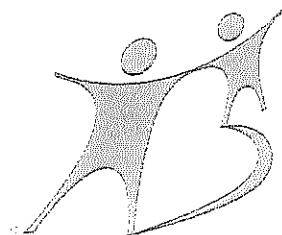
Barb Van Der Heyden introduced the Directors to be elected to serve on the 2011-2012 Board of Directors of Big Brothers Big Sisters of South Niagara Inc.

Stephanie Leheta.....Fonthill	Bruce Smith.....Welland
Lisa Roepke.....Welland	Ryan Bissonnette.....Welland
Mike Leone.....Port Colborne	Jim Larouche..... Welland
Trevor Marsh.....Fenwick	Tony Zenga.....Welland
Tony Salvatori.....Welland	

MOTION Sue Mariage/Lorrie Poehlman - To approve the election of the above
#13 slate of Directors to the Board of Big Brothers Big Sisters of South Niagara as presented for the 2010/2011 term. ----CARRIED---

Stephanie Leheta again thanked volunteers, board and staff for attending the annual meeting and invited everyone to stay and have refreshments.

MOTION Bruce Smith. To adjourn.
#14



President's Report

2012 President's Report

The current tough economic times have provided our service area with many challenges over the past year. This has also applied added pressure to our agency with less sponsorship contributions and more children to offer service to. These challenges have been combated by the agency working on new initiatives and fundraising events. The 1st Annual Sisterhood of Style event held November 2011 was a great success and we look forward to the 2nd Annual Sisterhood of Style scheduled for November 4th, 2012. Our other annual events (Bowl for Kids Sake in February, Golf for Kids Sake in August and Trivia Night in January) were well attended and we thank our participants and sponsors for their support.

The agency continues to work with Greater Fort Erie BBBS Agency to further expand our current Emergency succession plan in place. In November 2011, motions passed by the Greater Fort Erie BBBS Agency and our agency confirmed that both organizations wish to actively explore the feasibility of amalgamating with the goal of serving more kids by sharing resources and working together. A successful Ontario Trillium foundation grant in November enabled us to hire ZWA Consulting to investigate the viability (possibility) of an amalgamation with final recommendations being submitted to both boards in July 2012.

The agency's accomplishments would not have been possible without our frontline staff, delivering the variety of programs and services to the youth in our community. I would personally like to thank all our staff for their devotion to the agency and mentoring the kids in our community.

I would like to also thank the board executive and directors for their countless hours of time and dedication to the agency over this past year. Though comprised of volunteers with no financial remuneration for participation, this group continues to go above and beyond to give back to children within our community. This past year has been very busy with a variety of changes and all board members have stepped up to the plate. It has been a pleasure to work with these individuals.

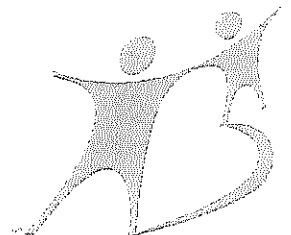
Lastly, without our mentor volunteers such as Big Sisters, Big Brothers, Big Couples, Bigs for a Day and Site Based Mentoring volunteers, we could not be able to deploy the programs we offer. As a Big Brother myself, I know what that smile on your Little's face looks like when you arrive to pick them up for an outing, or the feeling you get when your Little says they want to be a Big when they grow up. A match is a win-win for both the Little and the Big, having an effect on each other than cannot be described. I thank all our volunteers who have started something!

Our upcoming year is definitely going to be a celebration. Big Brother Big Sisters of Canada will be celebrating 100 years of mentoring while this agency will be celebrating our 50th Anniversary as of April 2013! Our agency will be joining in our National celebration throughout 2013 with the other Niagara Region agencies as well as celebrations specific to our 50th Anniversary. I encourage you all to "*Start Something*" and celebrate with us.

Respectfully submitted by:



Michael Leone
Board President



Administration Committee

The Administration Committee was involved in the ongoing oversight of current policies and the development of new policies in order to address the ongoing national standards obligation for local agencies. As part of this ongoing process, we continued to review current policies and draft appropriate new policies for presentation to the Board of Directors for review and approval.

In addition the Administration Committee was very involved in the process regarding the potential amalgamation with Greater Fort Erie Big Brothers Big Sisters Association.

The Administration Committee continued to look to the staff for their due diligence in screening and approving all new volunteers as well as their assistance and input into the above matters.

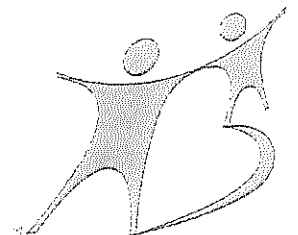
I wish to express my sincere thanks to Trevor Marsh, my colleague on the Committee, who assisted in the work performed during the 2011-2012 term as well as the Executive Director, Barb Van Der Heyden for assistance in development of these various policies.

Respectfully Submitted,

R. Bruce Smith

Administration Chair

Board Director



Public Relations and Recruitment Committee

Over the past year, our agency has been reviewing creative and innovative ways to respond to the continuously changing environmental factors within our service area with a focus on becoming more effective and efficient with our resources. We continue to review our bylaws, processes and policies to identify areas requiring new or amended policy development with a focus on raising the public profile and recognition of our agency. Community awareness supports the three pillars of support which are funding, volunteers, and recognition programs. Our overarching and foundational goal remains focused on serving more children as we strive to fulfill our vision:

“Every child in Canada who needs a mentor, has a mentor”

It is the residents of our service area (Welland, Port Colborne, Wainfleet and Pelham) together with our corporate sponsors that have provided ongoing continuous support which has resulted in another very successful year. We wish to extend a heartfelt thank you to each and every one of you with a special acknowledgement to a couple of groups:

Young’s Insurance Brokers Charity Golf Tournament: A special thank you to the Young’s group for dedicating our agency as the recipient of the proceeds from their 3rd annual golf event.

Sisterhood of Style: This past year we launched our first annual women focused fundraising event in support of ‘Go Girls! Healthy Bodies Healthy Minds’ program. This event targeted a cross-section of local business with sponsors including Bosch Rexroth Group, Design Concepts by Designer Décor, Designer Delights, Joe Fresh, Boston Pizza, Monica’s of Welland, Butterflies Boutique, 270 West, Fabulous, Zaks, Sears Canada, Cuzinz Boutique, Campus Crew, Blue-notes and Marilee’s Bridal. Through the coordination and efforts of a dedicated committee of volunteers it was a huge success.

In-School Mentoring and Co-op Placement: We are extremely fortunate to continue to build our successful partnerships with the District School Board of Niagara and Niagara Catholic District School Board. This in parallel with our student relationships at Niagara College, McMaster University and Mohawk College Department of Nursing are a direct correlation to the growing success of our In-School Mentorship Program.

No great agency would be successful without a competent and dedicated compliment of staff. I would like to acknowledge and thank all of the staff of Big Brothers Big Sisters of South Niagara for balancing the demands of their daily work supporting the children of our agency as well as generously volunteering personal time in support of agency events.

This past year has been marked with changed. We have welcomed two new board members and two new replacement staff to support the vision and mission of the agency. With change comes opportunity to further diversify with new unique combinations of talent that will allow the agency to continue to expand its programs and meet the growing demands of our service area.

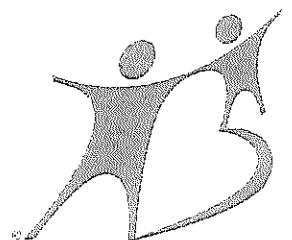
In closing, I would also like to extend my gratitude and thanks to fellow committee members, Mike Leone and Jim Larouche, as well as the other board members for their support and efforts in helping this committee continue to meet its commitments.

Respectfully submitted.

Lisa Roepke

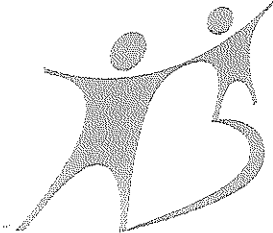
Secretary, Board of Directors

Chair, Public Relations & Recruitment Committee



Fundraising and Sustainability Committee

Follows this sheet



Fundraising and Sustainability Committee

Reported by: Tony Zenga and Tammy Kenney, Co-Chairs, Fundraising and Sustainability Committee
 Reporting Period: April 1, 2011 – March 31, 2012 Fiscal Period

The Fundraising and Sustainability Committee's goal is to support the achievement of the BBBSofSN Strategic Plan.

Namely, to achieve "matching 10 additional children each year over the next 5 years" in order to reduce our gap of 90 children in South Niagara currently unmatched.

This can be accomplished both through revenue generation and on-going cost mitigation strategies. The Fundraising and Sustainability Committee is committed to looking for opportunities in both of these categories to contribute to the fulfillment of our goals.

The following summarizes our Accomplishments for 2011-2012 relative to our goals established last year:

GOAL	RESULT						
<p>1. Achieve our aggressive fundraising goal of \$85,000 and focus on developing sustainable new events to offset United Way decline and increase goal to \$95,000.</p> <p>a) Continue to deploy our 4 major annual fundraising events, "BOWL for Kids Sake", "GOLF for Kids Sake", "PLAY for Kids Sake (TRIVIA NIGHT)", and "Sisterhood of Style" with improved revenue generated at each event.</p> <p>b) Continue to look for alternate and sustainable ways to generate additional funds.</p>	<p>Accomplished traditional fundraising of \$107,811 net.</p> <ul style="list-style-type: none"> o Exceeded our goal by approximately \$14,811. o We exceeded our goal this year solely because of the 3rd party Young's Insurance Golf Tournament receiving an amount of \$31,000 from monies earned at the event. <p>Sustained solid results for all 4 major annual events during the challenging financial year based on our hard hit local service area.</p> <p>1st Annual Sisterhood of Style: This past year BBBS introduced another major annual fundraising event that focused on women and their passion for fashion. With the support of local vendors who supplied products for display at the event, Sisterhood of Style in its 1st year was a great success. With all the hard work put into planning the event our female agency volunteers raised \$13,113. This event was well attended and our agency plans for this event to only grow in years to come.</p>						
<p>2. Reduce reliance on local funding [United Way] and deploy supplemental fund-raising tactics to target different sources:</p> <p>a) "SPONSOR a MATCH" event with local merchants, residence, etc....</p> <p>b) Fundraise in support of specific major "Littles" events: Halloween and Seasonal party.</p> <p>c) Solicit to participate, support and become the benefactor of more Third Party Sponsored events.</p>	<p>This year BBBS was chosen to be the recipient of the Young's Insurance Charity Golf Tournament. This 3rd party event raised funds in the amount of \$31,000 for our agency. We owe great thanks to Young's Insurance for organizing such a great event and choosing our agency to benefit from this.</p> <p>Niagara College coop students have provided increasing support and exposure as they continue to promote the agency relationship with the campus and created RFPs for future events (Sisterhood of Style, November 4th 2012 at Lookout Golf Course).</p>						
<p>3. Develop a fundraising structure and approach, targeting maximum financial return with minimum effort:</p> <p>a) Establish sub-committees for fundraising events, with a local personality Leading [independent of the BOD] to focus on "MAKING THE ASK", to better promote, generate more contacts, participation & sponsorship.</p> <p>b) Generate a comprehensive and sustainable "Sponsorship Structure" and leverage for acquiring repeat supporters of our fund-raising events.</p>	<p>Niagara College David Veres Dean of Community and Health Studies Division was our BFKS Honorary Chair.</p> <p>We were successful in acquiring outstanding support for the 12th Annual GFKS and would like to acknowledge our Gold sponsors:</p> <table style="width: 100%; border: none;"> <tr> <td style="text-align: center;"><i>Procon</i></td> <td style="text-align: center;"><i>Minacs</i></td> </tr> <tr> <td style="text-align: center;"><i>Accelerated Health</i></td> <td style="text-align: center;"><i>Boggio Pharmacy</i></td> </tr> <tr> <td style="text-align: center;"><i>Cotton</i></td> <td style="text-align: center;"><i>Fidelity Investments</i></td> </tr> </table> <p>Maintained our annual solicitation and support campaign and launched a professional solicitation program. Focused on obtaining early annual sponsorship commitment and increasing legacy giving.</p>	<i>Procon</i>	<i>Minacs</i>	<i>Accelerated Health</i>	<i>Boggio Pharmacy</i>	<i>Cotton</i>	<i>Fidelity Investments</i>
<i>Procon</i>	<i>Minacs</i>						
<i>Accelerated Health</i>	<i>Boggio Pharmacy</i>						
<i>Cotton</i>	<i>Fidelity Investments</i>						

Goals for 2012-2013

As the local economy stabilizes the fundraising goal for the upcoming fiscal year is to maintain our current events and focus on achieving our stretch goal of **\$95,000**. This will be achieved through creating sub committees to focus on new annual fundraising event(s) that are in planning.



Executive Director's Report

I look forward to our annual general meeting as it allows me the opportunity to stand back from current operations to reflect and report on the past year of April 1, 2011 through March 31, 2012, to you, our membership and communities we serve. We have continued to update our technology systems and website. Our partnership with the Niagara College co-operative students and McMaster University and Mohawk College nursing program students continue to grow in addition to again providing a former Little with a \$1,600.00 bursary towards his 3rd year of post-secondary education from our Wendell Callbeck Bursary Fund. Our agency was presented with BBBSC's **Team Spirit Award** at the July 2011 national convention! What an honour that was; one that could not have been accomplished without the project champion, Mason Homes Inc., as well as three Niagara Region BBBS agency partners, St Catharines-Thorold, Fort Erie, and Grimsby Lincoln West Lincoln.

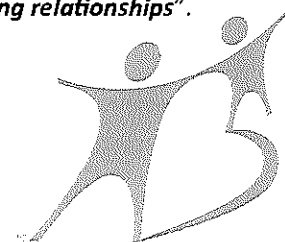
Our agency had a Succession Plan in place with Greater Fort Erie Big Brothers Big Sisters Association for many years and was approached by GFEBBBSA to revisit and consider expanding the current agreement. After many joint board meetings it was determined the two agencies would move forward resulting in a successful joint funding application from Ontario Trillium Foundation. In November 2011 we received \$75,000 over one year to support the facilitated discussion, research, stakeholder engagement and development of a plan of action for what a newly-formed, newly-merged Big Brothers Big Sisters agency would look like in South Niagara. A Main Merge Committee and Sub Committees consisting of representatives from both agencies, were formed and are well immersed in their tasks by March 31, 2012, anticipating recommendations to both boards by July 2012.

Programs - Our agency continued to experience significant program growth again this year, especially within our Site Based Mentoring Programs (SBM); In School Mentoring, Go Girls and Game On programs. A new partnership was started this past year with Niagara College women's volleyball varsity team, providing Bigs for our Traditional and SBM programs. Our agency again achieved our BBBSC Growth Award, reflecting the growth mentioned above. Sadly though, we still ended the year with a wait list of about 100 children.

Funding/Sponsorship/Fundraising - Regrettably, our agency operates with no secure yearly funding. As our services are **FREE**, our funding must be secured every year which is an onerous task for staff and dedicated Board members. While United Way of South Niagara continues to be our largest funder and very supportive to this agency and its mission, they are also experiencing financial challenges within their campaign as our service areas continue to experience social and financial strife with no relief in the near future. We were successful in our joint agency (with Greater Fort Erie Big Brothers Big Sisters Association) Ministry of Education application through BBBSC for support for our SBM programs; renewed our Big for a Day program partnership with ADITYA Birla Minacs; and received proceeds of Welland Volunteer Firefighter Station 1's Annual Easter Egg Hunt to name a few. We were extremely fortunate to have been chosen as the benefactors of Youngs Insurance Brokers 2011 Annual Golf Tournament – raising an astounding \$31,000.00 for our agency.

Our annual fundraising events (Trivia Night, Bowl for Kids' Sake and Golf for Kids' Sake) were held again this past year though our golf tournament proceeds were down. Our first Annual Sisterhood of Style event was held in November which netted over \$13,000.00 for our agency! A special 'thank you' to all SOS committee members that championed this event for us with next year's event scheduled for November 4/12.

Staff – Through the commitment of long term and new team members, our agency continued to grow, fulfilling the service needs placed upon us. Supported by a very dedicated Board of Directors and staff team, this agency looks forward to the coming year. We await the outcome of the Main Merge Committee's determinations and actions as a result of those decisions with excitement and typical apprehensiveness that accompanies change. We continue to look for new opportunities working towards sustainability; develop new relationships while strengthen existing ones; continue to work with other agencies and strengthen relationships with our peer Niagara Region agencies; enhance and embrace changes within our agency as well as environment as they happen, identify new sponsors and funders while maintaining current relationships – all to continue to aspire to fulfil our mission, ***"Enriching the lives of children within Niagara Region through positive mentoring relationships"***.



Treasurer's Report

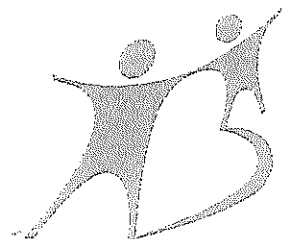
The year ended March 31, 2012 was another challenging year for our agency. As was the case with many not-for-profit organizations, the demand for services has increased while the available monies for funding have become more challenging to find. Corporate donations have become more difficult to secure as many companies have had to find cost savings given the current economic environment in which they operate. As such, the agency has had to rely on fundraising initiatives to help close "the gap". Of our major fundraising campaigns, Trivia For Kids Sake was a huge success profiting approximately \$6,000, its highest grossing performance to date. Bowl for Kids Sake saw dramatic volume increases from the prior year and our new fall fundraiser, Sisterhood of Style, was extremely successful profiting approximately \$14,000 – we look forward to building on that initial success in fiscal 2013. As in past years, the United Way of South Niagara was our biggest funder, and we would like to acknowledge our great appreciation for this organization and their continued support of our agency. We were successful in obtaining funding from the Ministry of Education for a fourth year in a row in support of our Site Based Mentoring Program, in collaboration with other Big Brother Big Sister agencies in the region. Lastly, we were designated the beneficiary of a third party golf event hosted by Youngs Insurance Brokers Inc. This event was a huge success and our agency is extremely grateful to Sandy Valleriani and his team for his continued support. We also had success in soliciting additional one-time donations from individuals and corporate supporters. Thank you to all of our sponsors and donors.

Fiscal 2013 has kicked off in busy fashion. Our Golf for Kids Sake tournament was again successful and United Way has once again granted funding which further illustrates the great need for the service our agency provides in the community.

Overall, the agency has had a successful year, however there continues to be challenges ahead of us. With these challenges we look forward to great opportunities for our agency and the children of South Niagara.

Respectively yours,

Ryan Bissonnette, C.A.
Treasurer



**BIG BROTHERS BIG SISTERS OF
SOUTH NIAGARA INC.
Financial Statements**

Year Ended March 31, 2012

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.
Index to the Financial Statements
Year Ended March 31, 2012

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of **BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.**

We have audited the accompanying financial statements of **BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.**, which comprise the statement of financial position as at March 31, 2012, and the statements of operations and changes in fund balances and cash flow statement for the year then ended, 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 generally accepted accounting principles, 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 is sufficient and appropriate to provide a basis for our qualified audit opinion.

SILVANA DEL MONACO

Professional Corporation Chartered Accountant

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76 Division Street, Suite 101, Welland, ON L3B 3Z7 • TEL: 905-734-6303 • FAX: 905-734-6813

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Basis for Qualified Opinion

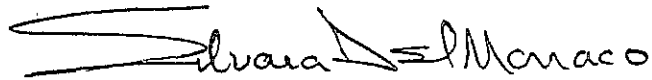
In common with many non-for-profit organizations, BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC. derives part of its revenue from donations, fund raising and lottery events the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the 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 expenditures over revenue, assets and fund balances.

Qualified Opinion

In our opinion, except for the effect of the matter described in the *Basis for Qualified Opinion* paragraph, the financial statements present fairly, in all material respects, the financial position of BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC. as at March 31, 2012 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Other Matters

The financial statements of BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC. for the year ended March 31, 2011 were audited by another auditing firm who expressed a qualified opinion for donations, fund raising and lottery events on the statements dated March 31, 2011.



SILVANA DEL MONACO
Professional Corporation
Authorized to practice
public accounting by the Institute
of Chartered Accountants of Ontario

Welland, Ontario
August 23, 2012



BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Statement of Financial Position as at March 31, 2012

ASSETS	2012	2011
Current		
Cash	\$67,005	\$67,505
Cash - lottery	7,047	1,306
Cash - BUILD for Kids Sake (note 4)	10,000	22,566
Cash and short-term investments - restricted funds	130,457	145,386
Accounts receivable	8,554	3,628
HST recoverable	8,601	5,956
Prepaid expenses	-	1,000
	<u>231,664</u>	<u>247,347</u>
	<u>\$231,664</u>	<u>\$247,347</u>

LIABILITIES AND FUND BALANCES

Current liabilities		
Accounts payable and accrued liabilities	\$9,057	\$10,974
Accounts payable - BUILD for Kids Sake (note 4)	10,000	22,566
Deferred revenue - other	3,000	560
Deferred revenue - site-based mentoring (note 5)	4,200	2,041
Deferred revenue - Ontario Trillium Foundation (note 6)	29,601	-
	<u>55,858</u>	<u>36,141</u>
Fund balances		
Restricted		
Don Cowan fund	13,279	13,277
Big Brother Big Sister House Fund	55,961	69,125
Little Brother Bursary fund	52,093	53,978
Little Sister Bursary fund	9,124	9,006
	<u>130,457</u>	<u>145,386</u>
Unrestricted		
General fund	45,349	65,820
	<u>175,806</u>	<u>211,206</u>
Commitments (note 9)		
	<u>\$231,664</u>	<u>\$247,347</u>

See accompanying notes to the financial statements

On behalf of the Board of Directors:

Director: Director: 

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.Statement of Operations and Changes in Fund Balances - Unrestricted - General Fund
for the year ended March 31, 2012

	2012	2011
Revenue:		
United Way	\$70,965	\$74,678
Grants - Site-based Mentoring (MOE)	20,822	25,925
- Site-based Mentoring (Big Brothers Big Sisters of Ontario)	5,000	-
Grants - Ontario Trillium Foundation	7,899	-
Grants - Other	4,160	2,153
BUILD for Kids Sake fundraising project	-	123,432
Fundraising revenue (Schedule 1)	141,063	90,303
Donations	13,654	23,612
Niagara Community Foundation Endowment	739	-
Miscellaneous	46	345
	<hr/>	<hr/>
	264,348	340,448
Expenditures:		
Big Brothers Big Sisters of Canada dues	6,336	6,826
BUILD for Kids Sake expenditures	-	549
Capital expenditures	1,861	7,918
Fundraising expenses (Schedule 1)	33,252	28,888
Insurance expense	2,984	2,635
Little brother little sister activities	8,264	5,501
Niagara Community Foundation Endowment - reinvestment	739	-
Office expenses	10,969	15,014
Ontario Trillium Foundation expenses	7,899	-
Professional fees	4,260	4,094
Rent expense	13,170	12,276
Salaries and benefits	198,068	181,300
Staff development	2,967	2,656
Telephone	3,600	3,413
Travel expense	4,750	5,588
Webhosting	1,370	-
	<hr/>	<hr/>
	300,489	276,658
Excess of revenue over expenditures (expenditures over revenue)	<hr/>	<hr/>
	(36,141)	63,790
General fund, beginning of the year	65,820	60,785
Transfer from Big Brothers Big Sisters House fund (note 7)	13,170	1,245
Transfer to Big Brothers Big Sisters House fund	-	(60,000)
Transfer from Little Brother Bursary fund (note 7)	2,500	-
	<hr/>	<hr/>
General fund, end of the year	\$45,349	\$65,820

See accompanying notes to the financial statements

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.Statement of Operations and Changes in Fund Balances - Restricted Funds
for the year ended March 31, 2012

	Don Cowan	Big Brother Big Sister House	Little Brother Bursary	Little Sister Bursary	2012 Total	2011 Total
Balance, beginning of year	\$13,277	\$69,125	\$53,978	\$9,006	\$145,386	\$88,325
Revenue:						
Donations	-	-	100	20	120	100
Interest	2	6	2,122	98	2,228	1,848
	2	6	2,222	118	2,348	1,948
Expenditures	-	-	(1,607)	-	(1,607)	(3,642)
Excess of revenue over expenditures	2	6	615	118	741	(1,694)
Transfer to general fund (note 7)	-	(13,170)	(2,500)	-	(15,670)	(1,245)
Transfer from general fund	-	-	-	-	-	60,000
Balance, end of year	\$13,279	\$55,961	\$52,093	\$9,124	\$130,457	\$145,386

See accompanying notes to the financial statements

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Statement of Cash Flows for the year ended March 31, 2012

	2012	2011
Cash flows from operating activities		
Excess of revenue over expenditures (expenditures over revenue)	(\$35,400)	\$62,096
Changes in non-cash working capital:		
Accounts receivable	(4,926)	1,458
HST recoverable	(2,645)	(4,217)
Prepaid expenses	1,000	-
Accounts payable and accrued liabilities	(1,917)	6,121
Accounts payable - BUILD for Kids Sake	(12,566)	22,566
Deferred revenue - other	2,440	(2,340)
Deferred revenue - site-based mentoring	2,159	(5,047)
Deferred revenue - Ontario Trillium Foundation	29,601	-
	(22,254)	80,637
Increase (decrease) in cash position	(22,254)	80,637
Cash position at the beginning of the year	236,763	156,126
Cash position at the end of the year	\$214,509	\$236,763
Cash consists of:		
Cash	\$67,005	\$67,505
Cash - lottery	7,047	1,306
Cash - BUILD for Kids Sake (note 4)	10,000	22,566
Cash and short-term investments - restricted funds	130,457	145,386
	<u>\$214,509</u>	<u>\$236,763</u>

See accompanying notes to the financial statements

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Notes to Financial Statements

Year Ended March 31, 2012

Big Brothers Big Sisters of South Niagara Inc. (BBSSN) is incorporated without share capital as a registered charitable non-for-profit organization. The organization's mandate is to recruit, screen and match adult volunteers to boys and girls primarily from father or mother absent homes and monitor the relationships. In addition to monitoring matched relationships, the organization's activities include site-based mentoring. The organization is registered as a charitable organization and is exempt from income tax legislation under subsection 149(1)(f) of the Income Tax Act.

1. Summary of Significant Accounting Policies

(a) Basis of accounting

The organization follows the restricted method of accounting for contributions and maintains its books and records in accordance with the principles of fund accounting in order that limitations and restrictions placed on the use of resources available are maintained.

Revenues and expenditures related to program delivery and administrative activities are reported in the General Fund.

The Don Cowan Fund is a restricted fund. The capital is to be used for Little Brother and Little Sister activities.

Big Brother Big Sister House Fund is a restricted fund. It may be used to pay for a facility that houses the offices and recreational centre.

The Little Brother Bursary Fund is a restricted fund. Scholarships to little brothers are the only distributions permitted from capital.

The Little Sister Bursary Fund is a restricted fund. Scholarships to little sisters are the only distributions permitted.

(b) Capital assets

All assets are charged to expenditures in the year of acquisition.

(c) Revenue recognition

Restricted contributions related to general operations are recognized as revenue of the General Fund in the year in which the related expenses are incurred. All other restricted contributions are recognized as revenue of the appropriate restricted fund.

Unrestricted contributions are recognized as revenue of the General fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Fundraising event revenue is recognized when the event is held and the amounts are determinable.

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Notes to Financial Statements

Year Ended March 31, 2012

1. Summary of Significant Accounting Policies (con'd)

(d) Contributed services

Donated services are not recognized in the financial statements due to the difficulty in determining their fair value.

(e) Use of estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

(f) Financial Instruments

The organization has adopted CICA Handbook Section 3855, Financial Instruments - Recognition and Measurement; CICA Handbook Section 3865, Hedges; and the amendments to CICA handbook Sections and Accounting Guidelines resulting from the issuance of these Sections. Under the standards, all financial assets must be classified as held-to-maturity, loans and receivables, held-for-trading, or available-for-sale and all financial liabilities must be classified as held-for-trading or other. Financial instruments classified as held-for-trading will be measured at fair value with changes in fair value recognized in net income. Financial assets classified as held-to-maturity or as loans and receivables and financial liabilities not classified as held-for-trading will be measured at amortized cost. Available-for-sale financial assets will be measured at fair value.

The organization has classified its financial instruments as follows:

Cash and short-term investments	Held-for-Trading
Accounts receivable	Loans and Receivables
Accounts payable and accrued liabilities	Other Liabilities

Unless otherwise noted, it is management's opinion that the organization is not exposed to significant interest, currency, liquidity or credit risks arising from these financial instruments.

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Notes to Financial Statements

Year Ended March 31, 2012

2. Short-term Investments

Short-term investments consist of term deposits recorded at a cost of \$55,656 including accrued interest. The annual interest rate on the term deposits is 1.85% and the maturity dates range from October, 2014 to December, 2014.

3. Capital Assets

- (i) Capital assets purchased are charged to operations in the year the expenditure is incurred.
- (ii) Capital expenditures in the amount of \$1,861 for the year were communications related.

4. BUILD For Kids Sake Fundraising Project

In the prior year, BBBSSN administered a fundraising project involving the construction of a single-family residence referred to as the "BUILD For Kids Sake" project. The project was a fundraising collaboration involving BBBSSN and three other local Big Brothers Big Sisters agencies and a residential builder. The residential house was built by professional volunteers on a lot donated by the builder with some supplies donated by local business and others purchased by the collaboration. The house was sold by the builder and the proceeds, net of certain expenditures were forwarded to BBBSSN to allocate amongst the four agencies. The amount of \$10,000 on the financial statements for the BUILD For Kids Sake bank account and the accounts payable represents the \$10,000 holdback required for a maximum of seven years for the TARION warranty. Once the warranty period has lapsed the remaining funds will be disbursed to the four agencies in accordance with the formula.

5. Deferred Revenue - Site-based Mentoring

Certain grant monies have been received and are to be used primarily for in-school mentoring programs, including the go-girls program. The programs are in partnerships with the District School Board of Niagara and the Niagara Catholic District School Board. Deferred revenue represents unspent monies as at the year end that will be realized as revenue in the year the expenses are incurred.

	2012	2011
Balance, beginning of year	\$2,041	\$7,088
Grant received during the year	22,981	20,878
Grant realized as revenue during the year	(20,822)	(25,925)
Balance, end of year	<u>\$4,200</u>	<u>\$2,041</u>

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Notes to Financial Statements

Year Ended March 31, 2012

6. Deferred Revenue - Ontario Trillium Foundation

During the year, the organization was approved for a grant from the Ontario Trillium Foundation in the amount of \$75,000. The grant is over a 12 month period and is to support facilitated discussion, research, stakeholder engagement and development of a plan of action for what a newly-formed, newly-merged organization consisting of BBBSSN and Greater Fort Erie Big Brothers and Sisters would look like in South Niagara. Deferred revenue represents unspent monies as at the year end that will be realized as revenue in the year the expenses are incurred.

	2012	2011
Balance, beginning of year	-	-
Grant received during the year	37,500	-
Grant realized as revenue during the year	(7,899)	-
Balance, end of year	<u>\$29,601</u>	<u>-</u>

7. Interfund Transfers

During the year, an amount of \$13,170 was transferred from the Big Brother Big Sister House Fund to the General Fund to assist in funding the cash outlays for the rental of the office facilities.

During the year, an amount of \$2,500 of interest income was transferred from the Little Brother Bursary Fund to the General Fund to assist with operational expenditures.

8. Contributed Goods

The organization received \$4,753 in donated goods for which charitable donation receipts were issued for its charity fundraisers and little brother little sister activities. These donated goods are valued at fair market value and are not recorded in the financial statements.

9. Commitments

The organization has entered into an agreement for its office facilities which expires July 2012. The monthly rent commitment is \$725 per month plus property taxes and sales taxes. Subsequent to year end the lease expired and the organization is now renting facilities on a month-to-month basis on the same terms.

The organization is party to a lease agreement for office equipment. The lease has a term of sixty-six months expiring August, 2016 and requires annual payments of \$1,500 plus sales tax.

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.

Notes to Financial Statements

Year Ended March 31, 2012

10. Capital Disclosure

The organization considers its capital to be the balance maintained in its fund balances. The primary objective of the organization is to invest its capital in a manner that will allow it to continue as a going concern and comply with its stated objectives. Capital is invested under the direction of the Board of Directors of the organization with the objective of providing a reasonable rate of return, minimizing risk and ensuring adequate liquid investments are on hand for current cash flow requirements. The organization is not subject to any externally imposed requirements of its capital.

11. Financial Instruments

Fair value

Based on management's best estimates, the carrying value of cash and short-term investments, accounts receivable, and accounts payable and accrued liabilities represent the fair value of these amounts at March 31, 2012 due to their short term nature.

12. Comparative Figures

Certain comparative amounts from 2011 have been reclassified to conform to the presentation adopted in 2012.

13. New Accounting Standards

The CICA has issued Canadian accounting standards for not-for-profit organizations (ASNPO) which become effective for the organization for the fiscal year beginning January 1, 2012. These new standards will require full retrospective application upon transition to ASNPO with the exception of certain accounting policy exemptions as set out in the standards. The majority of the disclosures under ASNPO are similar to previous disclosures. The organization has commenced assessing the impact of these new standards.

BIG BROTHERS BIG SISTERS OF SOUTH NIAGARA INC.**SCHEDULE 1**

Revenue and Expenditures - Fundraising for the year ended March 31, 2012

	2012	2011
Revenue:		
Bingo	\$12,310	\$13,484
Nevada lottery	5,181	3,646
Bowl for Kids Sake	24,434	16,081
GFKS Tournament	26,751	37,977
Sisterhood of Style	19,180	-
Trivia Night	6,098	4,897
Third party fundraising	43,324	7,670
Other fundraising	3,785	6,548
	<u>141,063</u>	<u>90,303</u>
Expenditures:		
Nevada lottery	2,511	1,989
Bowl for Kids Sake	4,756	3,776
GFKS Tournament	12,824	16,299
Sisterhood of Style	6,067	-
Trivia Night	1,581	937
Other fundraising	5,513	5,887
	<u>33,252</u>	<u>28,888</u>
Net Fundraising Revenue (Expense):		
Bingo	12,310	13,484
Nevada lottery	2,670	1,657
Bowl for Kids Sake	19,678	12,305
GFKS Tournament	13,927	21,678
Sisterhood of Style	13,113	-
Trivia Night	4,517	3,960
Third party fundraising	43,324	7,670
Other fundraising	(1,728)	661
	<u>\$107,811</u>	<u>\$61,415</u>

See accompanying notes to the financial statements

Member's Motions

Motion #1— To appoint Auditor for 2012—2013 fiscal year.

Motion #2— To approve fiscal year board activities.

Motion #3— To extend the eligibility of Bruce Smith, Trevor Marsh and Jim Larouche for an additional year.

Rationale : Currently the bylaws of the organization state:

“Any Director, if qualified, shall be eligible for re-election unless he has served as a director or five consecutive years; provided however if any director occupies any of the chairs of President, Vice President, or Past president during the fifth successive year, the eligibility for re-election of such director shall be extended from year to year as long as that Director remains in any such chair; and provided further that the board may, by resolution, extend the eligibility for reelection of any director from year to year. “

Motion #4— Elect the following Board of Directors of Big Brothers Big Sisters of South Niagara Inc. for the year 2012—2013.

Ryan Bissonnette

Tammy Kenney

Jim Larouche

Mike Leone

Trevor Marsh

Lisa Roepke

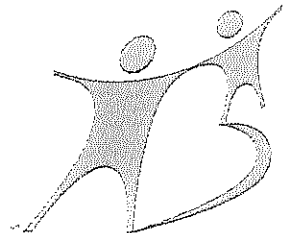
Tony Salvatori

Bruce Smith

Jim Spitali

Tony Zenga

Rationale : By recommendation of the Public Relations & Recruiting Committee.





Big Brothers Big Sisters
of South Niagara

start something