

## Fundraising Results

As a Canada Revenue Agency-registered charity accredited by both the Better Business Bureau and Imagine Canada, London Health Sciences Foundation is committed to ethical, transparent and effective fundraising.

London Health Sciences Foundation is proud to report that last year (fiscal 2016), every dollar we invested to raise funds returned over \$3.50

to support our hospital. This result speaks to the tremendous support London Health Sciences Centre has always received from community and regional partners – support that enables doctors, researchers and staff to continually make discoveries that enhance and advance the care we are fortunate to have access to, right here in London.

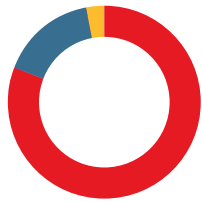
We invite you to explore our website at [www.lhsf.ca](http://www.lhsf.ca), where you will find inspirational stories and videos showing how your donations have a profound and positive affect on patients' lives. You will also find

more information about our fundraising priorities, donor updates and our audited financial statements.

In all, direct donations, fundraising events, lotteries and investments lead to \$24.4 million in revenue that over the coming several years will go toward hospital-identified equipment, education, research and patient care priorities at London Health Sciences Centre.

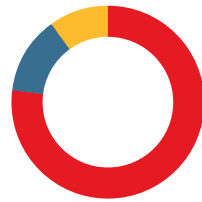
We can't thank you enough.

### Sources of Revenue (\$24.416 Million)



- 81% Donations
- 16% Events & Lotteries
- 3% Investment Income

### Investment in Health Care (\$13.911 Million)



- 77% Research & Education
- 13% New Facilities & Equipment
- 10% Patient Care

### STATEMENT OF FINANCIAL POSITION As at March 31 (in thousands)

	2016	2015
<b>ASSETS</b>		
Cash	\$ 16,188	\$ 13,029
Investments	48,768	48,411
Investment in lottery joint venture	839	839
Accounts receivable	110	171
Capital assets, net	93	127
Other assets	517	522
	<b>\$ 66,515</b>	<b>\$ 63,099</b>
<b>LIABILITIES AND FUND BALANCES</b>		
<b>Liabilities</b>		
Accounts payable and accrued charges	\$ 973	\$ 1,243
Deferred revenue	231	183
	<b>\$ 1,204</b>	<b>\$ 1,426</b>
<b>Fund balances</b>		
General Fund	\$ 1,236	\$ 1,754
Restricted Fund	48,231	47,994
Endowment Fund	15,844	11,925
	<b>\$ 65,311</b>	<b>\$ 61,673</b>
	<b>\$ 66,515</b>	<b>\$ 63,099</b>

To view our audited financial statements and stories about the impact of giving, visit [lhsf.ca/whatsyourwhy](http://lhsf.ca/whatsyourwhy)

### STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES Year ended March 31 (in thousands)

	GENERAL FUND		RESTRICTED FUND		ENDOWMENT FUND		TOTAL	
	2016	2015	2016	2015	2016	2015	2016	2015
Donations	\$ 2,491	\$ 3,065	\$ 15,853	\$ 11,451	\$ 1,474	\$ 223	\$ 19,818	\$ 14,739
Equity earnings from lottery joint venture	516	385	–	–	–	–	516	385
Special events	1,553	1,750	–	–	–	–	1,553	1,750
Community events	2	–	1,703	1,729	–	11	1,705	1,740
Investment income (loss)								
Realized income	1,454	1,314	466	439	9	–	1,929	1,753
Unrealized income (loss)	–	–	(1,105)	2,567	–	–	(1,105)	2,567
<b>Fundraising and event revenue</b>	<b>\$ 6,016</b>	<b>\$ 6,514</b>	<b>\$ 16,917</b>	<b>\$ 16,186</b>	<b>\$ 1,483</b>	<b>\$ 234</b>	<b>\$ 24,416</b>	<b>\$ 22,934</b>
Fundraising	\$ 1,232	\$ 1,470	\$ 2,951	\$ 2,962	–	–	\$ 4,183	\$ 4,432
Special events	885	975	–	–	–	–	885	975
Community events	–	–	242	239	–	–	242	239
<b>Fundraising and event expenses</b>	<b>\$ 2,117</b>	<b>\$ 2,445</b>	<b>\$ 3,193</b>	<b>\$ 3,201</b>	<b>–</b>	<b>–</b>	<b>\$ 5,310</b>	<b>\$ 5,646</b>
<b>Excess of revenue over expenses before the following</b>	<b>\$ 3,899</b>	<b>\$ 4,069</b>	<b>\$ 13,724</b>	<b>\$ 12,985</b>	<b>\$ 1,483</b>	<b>\$ 234</b>	<b>\$ 19,106</b>	<b>\$ 17,288</b>
Administration	379	323	908	650	–	–	1,287	973
Investment fees	35	33	201	187	–	–	236	220
Amortization	5	5	29	28	–	–	34	33
	<b>\$ 419</b>	<b>\$ 361</b>	<b>\$ 1,138</b>	<b>\$ 865</b>	<b>–</b>	<b>–</b>	<b>\$ 1,557</b>	<b>\$ 1,226</b>
<b>Excess of revenue over expenses before disbursements for charitable activity</b>	<b>\$ 3,480</b>	<b>\$ 3,708</b>	<b>\$ 12,586</b>	<b>\$ 12,120</b>	<b>\$ 1,483</b>	<b>\$ 234</b>	<b>\$ 17,549</b>	<b>\$ 16,062</b>
Disbursements for capital	–	8	1,909	1,753	–	–	1,909	1,761
Disbursements for research and education	–	–	10,653	6,229	–	–	10,653	6,229
Disbursements for patient care areas	–	–	1,349	1,697	–	–	1,349	1,697
Disbursements for highest priority needs	–	1,258	–	–	–	–	–	1,258
<b>Disbursements for charitable activity</b>	<b>\$ –</b>	<b>\$ 1,266</b>	<b>\$ 13,911</b>	<b>\$ 9,679</b>	<b>–</b>	<b>\$ –</b>	<b>\$ 13,911</b>	<b>\$ 10,945</b>
<b>Excess (deficiency) of revenue over expenses before the following</b>	<b>\$ 3,480</b>	<b>\$ 2,442</b>	<b>\$ (1,325)</b>	<b>\$ 2,441</b>	<b>\$ 1,483</b>	<b>\$ 234</b>	<b>\$ 3,638</b>	<b>\$ 5,117</b>
Revenue from parking operations	–	5,334	–	–	–	–	–	5,334
Less: Parking operations expenditures	–	(4,065)	–	–	–	–	–	(4,065)
	<b>\$ –</b>	<b>\$ 1,269</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>\$ –</b>	<b>\$ 1,269</b>
<b>Excess (deficiency) of revenue over expenses for the year</b>	<b>\$ 3,480</b>	<b>\$ 3,711</b>	<b>\$ (1,325)</b>	<b>\$ 2,441</b>	<b>\$ 1,483</b>	<b>\$ 234</b>	<b>\$ 3,638</b>	<b>\$ 6,386</b>
Fund balances, beginning of year	1,754	1,835	47,994	41,742	11,925	11,710	61,673	55,287
Interfund transfers, net	(3,998)	(3,792)	1,562	3,811	2,436	(19)	–	–
<b>Fund balances, end of year</b>	<b>\$ 1,236</b>	<b>\$ 1,754</b>	<b>\$ 48,231</b>	<b>\$ 47,994</b>	<b>\$ 15,844</b>	<b>\$ 11,925</b>	<b>\$ 65,311</b>	<b>\$ 61,673</b>