



London Health Sciences Foundation

2012

# Community Report

[www.lhsf.ca](http://www.lhsf.ca)

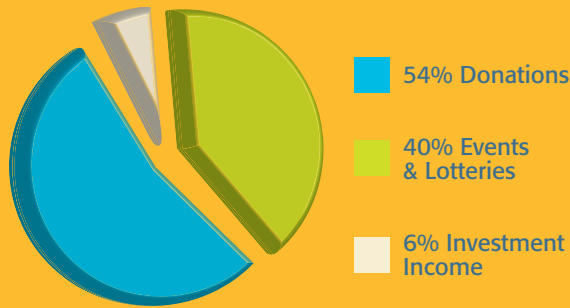
“Last year, we saw a tangible result of community commitment, as the North Tower at Victoria Hospital was officially opened. The support of donors is enabling the doctors, nurses and staff at London Health Sciences Centre to deliver extraordinary care in this bright, modern and well-equipped facility – just one more example of how donors make an amazing difference.”

## Join us.

Kirk Baines  
Chair, London Health Sciences Foundation



### SOURCES OF REVENUE (\$21.607 MILLION)



# We are committed to leadership in transparency and accountability

### Administrative Costs

We raised \$1.3\* million through investments last year. The cost for administration of the Foundation, including investment administration, accounted for 5 cents of every dollar raised.

### Fundraising Costs

We raised \$11.7\* million through direct donations last year. The cost for encouraging and collecting direct donations (major gifts, single/monthly/annual gifts, planned gifts, memorial gifts) to our Foundation accounted for 17 cents of every dollar raised.

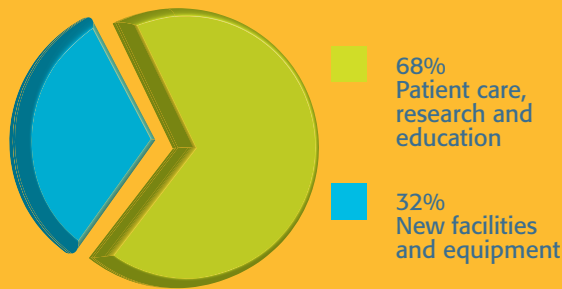
We raised \$2.2\* million through community-run fundraising events last year. The cost for supporting these events accounted for 1 cent of every dollar raised.

We raised \$1.3\* million through Foundation-run (special) fundraising events last year. The cost for running these events was completely covered by sponsorship and event ticket sales.

We raised \$5.2\* million through lotteries last year. The cost for conducting our lotteries, including the cost of prizing, was completely covered by lottery ticket sales.

\* All figures gross

### INVESTMENT IN LHSC (\$9.824 MILLION)



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

	2012	2011
<b>ASSETS</b>		
Cash	\$ 10,926	\$ 8,168
Investments	39,739	39,004
Accounts receivable	423	210
Capital assets, net	86	57
Other assets	861	788
	<b>\$ 52,035</b>	<b>\$ 48,227</b>
<b>LIABILITIES AND FUND BALANCES</b>		
<b>Liabilities</b>		
Accounts payable and accrued charges	\$ 1,919	\$ 1,478
Deferred revenue	1,101	779
	<b>\$ 3,020</b>	<b>\$ 2,257</b>
<b>Fund balances</b>		
General Fund	\$ 169	\$ 952
Restricted Fund	35,861	31,763
Endowment Fund	12,985	13,255
	<b>\$ 49,015</b>	<b>\$ 45,970</b>
	<b>\$ 52,035</b>	<b>\$ 48,227</b>

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

	GENERAL FUND		RESTRICTED FUND		ENDOWMENT FUND		TOTAL	
	2012	2011	2012	2011	2012	2011	2012	2011
Donations	\$ 2,421	\$ 3,164	\$ 9,020	\$ 6,979	\$ 226	\$ 226	\$ 11,667	\$ 10,369
Lotteries	5,184	5,604	—	—	—	—	5,184	5,604
Special events	1,295	1,088	—	—	—	—	1,295	1,088
Community events	12	172	2,198	2,050	—	—	2,210	2,222
Investment income								
Realized income	320	355	640	665	2	2	962	1,022
Unrealized income	—	—	289	785	—	—	289	785
<b>Gross Revenue</b>	<b>\$ 9,232</b>	<b>\$ 10,383</b>	<b>\$ 12,147</b>	<b>\$ 10,479</b>	<b>\$ 228</b>	<b>\$ 228</b>	<b>\$ 21,607</b>	<b>\$ 21,090</b>
Fundraising	\$ 1,467	\$ 1,409	\$ 2,270	\$ 2,321	—	—	\$ 3,737	\$ 3,730
Lotteries	4,199	4,034	—	—	—	—	4,199	4,034
Special events	590	540	—	—	—	—	590	540
Community events	—	—	477	434	—	—	477	434
<b>Fundraising and event expenses</b>	<b>\$ 6,256</b>	<b>\$ 5,983</b>	<b>\$ 2,747</b>	<b>\$ 2,755</b>	<b>—</b>	<b>—</b>	<b>\$ 9,003</b>	<b>\$ 8,738</b>
<b>Excess of revenue over expenses before the following</b>	<b>\$ 2,976</b>	<b>\$ 4,400</b>	<b>\$ 9,400</b>	<b>\$ 7,724</b>	<b>\$ 228</b>	<b>\$ 228</b>	<b>\$ 12,604</b>	<b>\$ 12,352</b>
Administration	352	331	545	545	—	—	897	876
Investment fees	27	28	152	161	—	—	179	189
Amortization	3	4	36	36	—	—	39	40
	<b>\$ 382</b>	<b>\$ 363</b>	<b>\$ 733</b>	<b>\$ 742</b>	<b>—</b>	<b>—</b>	<b>\$ 1,115</b>	<b>\$ 1,105</b>
Revenue from parking operations **	8,649	—	—	—	—	—	8,649	—
Less: Parking operations management fees paid to LHSC	(1,927)	—	—	—	—	—	(1,927)	—
Less: Parking lot rent paid to LHSC	(5,342)	—	—	—	—	—	(5,342)	—
	<b>\$ 1,380</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>—</b>	<b>—</b>	<b>\$ 1,380</b>	<b>\$ —</b>
<b>Excess of revenue over expenses for the year</b>	<b>\$ 3,974</b>	<b>\$ 4,037</b>	<b>\$ 8,667</b>	<b>\$ 6,982</b>	<b>\$ 228</b>	<b>\$ 228</b>	<b>\$ 12,869</b>	<b>\$ 11,247</b>
Fund balances, beginning of year	952	462	31,763	57,496	13,255	13,025	45,970	70,983
	<b>\$ 4,926</b>	<b>\$ 4,499</b>	<b>\$ 40,430</b>	<b>\$ 64,478</b>	<b>\$ 13,483</b>	<b>\$ 13,253</b>	<b>\$ 58,839</b>	<b>\$ 82,230</b>
Disbursements for capital	—	(7)	(3,103)	(30,735)	—	—	(3,103)	(30,742)
Disbursements for research and education	(108)	(100)	(4,094)	(4,213)	—	—	(4,202)	(4,313)
Disbursements for patient care areas	(23)	(40)	(1,305)	(1,165)	—	—	(1,328)	(1,205)
Disbursements for highest priority needs	(1,191)	—	—	—	—	—	(1,191)	—
Interfund transfers, net	(3,435)	(3,400)	3,933	3,398	(498)	2	—	—
<b>Fund balances, end of year</b>	<b>\$ 169</b>	<b>\$ 952</b>	<b>\$ 35,861</b>	<b>\$ 31,763</b>	<b>\$ 12,985</b>	<b>\$ 13,255</b>	<b>\$ 49,015</b>	<b>\$ 45,970</b>

\*\* In addition to our fundraising, we flow through certain non-government funds for the benefit of the Hospital.

## Message from the Chair



Fundraising must be more than efficient, it must be effective. At London Health Sciences Foundation (LHSF), we can show a direct correlation between donated funds and the pace of medical innovation and discovery at London Health Sciences Centre (LHSC).

In the 148 years of LHSC's founding hospitals, there were just 18 medical firsts. Then, through the merger of University Hospital and Victoria Hospital, LHSC was able to focus the combined resources and professionals of these hospitals, resulting in 46 medical firsts in just 15 years! It is an unprecedented pace of discovery that would not have been possible without the one-third of a billion dollars donated by our community

through LHSF during this time. And with donor support, the future looks even brighter.

Numbers aside, the stories of grateful patients on our Foundation's website best illustrate the positive effect that donations have on our community. We echo the gratitude of these patients and their families to our donors – whose support of our Hospital's outstanding medical minds continues to ensure that LHSC will be a leader in a new era of discovery and extraordinary health care.

Thank you. We couldn't do it without you.

A handwritten signature in white ink that reads "Kirk Baines".

Kirk Baines, Chair

**See more about philanthropy and the pace of discovery at [www.lhsf.ca/timeline](http://www.lhsf.ca/timeline)**

## Message from the President



London Health Sciences Foundation is committed to leadership in: board governance, financial accountability and transparency, ethical fundraising, staff management and volunteer involvement. We will continuously optimize our efficiency while ensuring LHSC has the necessary funds to deliver extraordinary care.

In addition to independent yearly audits, our Foundation is accredited by the Better Business Bureau Charity Seal Programme. We are also a member of Imagine Canada and an early adopter of its Charity Focus program and its Standards accreditation program.

Our donors can be assured that their gifts are being used wisely, in accordance with their wishes, and to the greatest effect possible – benefitting patients and their families in our region and ensuring the advancement of health care worldwide by enabling innovation and discovery at our Hospital.

A handwritten signature in white ink that reads "Dan Ross".

Dan Ross, President & CEO

**Learn more about the business of fundraising on Dan's blog at [www.lhsf.ca/dan](http://www.lhsf.ca/dan)**