



IGNITE THE POWER
AND POTENTIAL
OF YOUNG PEOPLE

2019
ANNUAL REPORT



**Big Brothers
Big Sisters**

OF NORTH AND WEST NIAGARA



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MESSAGE FROM OUR CEO

“ We cannot always build the future for our Youth, but we can build our Youth for the Future” - Franklin Delano Roosevelt

I feel privileged to have had the opportunity to lead Big Brothers Big Sisters of North and West Niagara into our new strategic direction by employing our new Theory of Change aimed at building thriving communities by empowering lives through mentorship in 2019. While we have an enduring legacy of success as a critical intervention for kids facing adversity, we have spent the past year validating this through evidence gathering and solid research supporting the positive outcomes achieved from participation in our programs.

We believe in this strategic change. It changes how we speak about our work and honours its value over the past 83 years as well as positions ourselves as the Essential Service that we are for the children and youth of Niagara.

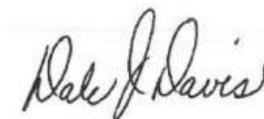
Our team has invested a lot of time and energy to better understand the emotional and psychological impact on a child when they do not have a positive caring adult in their life as we KNOW that it is the key to a child's thriving success.

It is our new mandate to advocate for mentorship as an essential service for kids in vulnerable circumstances and Big Brothers Big Sisters of North and West Niagara is the leader in this field. Through mentorship we facilitate intentional relationships that provide guidance, new life experiences and intergenerational wisdom that are essential for positive child development.

We believe that every child has the right to thrive and we know that our Mentoring programs and our kind and caring volunteers defend the kids whose potential is at risk.

Thanks to everyone in our communities who are an important part of our BBBSnwn family, for igniting the power and potential in our Littles. They will need more adults to stand up and let them know they are truly worth investing in.

Mentoring Matters!



Dale J. Davis
CEO



DALE J. DAVIS
- CEO

MESSAGE FROM OUR BOARD PRESIDENT

“Mission, Vision and Identity marks the 2019 year for Big Sisters Big Sisters of North and West Niagara”

As I reflect on 2019, I find myself in awe of the work that was accomplished by the Team and Board Members; so easily we can forget as we focus on today. This team worked diligently on learning and development throughout the year, working on our key committees to address Branding, Building improvements, Leadership Development, Governance, Finance and Strategic Development. We were fortunate to have two members of the Executive Committee participate in the National Convention to learn first hand about the unveiling of the new Nation-wide Branding, Vision, Mission and Theory of Change. The team worked strategically to roll out the new Marketing assets with great success. It took one year to create and update numerous policies, including those surrounding Risk Management. Leadership development followed with further training on Crisis Management. We invited in a key agency partner to focus on Risk Management training and welcomed a Leadership Coach to host an amazing day on mindset and managing expectations as we develop a new strategic plan.

“All young people realize their full potential” is the New Vision of BBBS; however, our board also continue to provide time, resources and expertise to realize their full potential in support of a movement that we all share a passion. I continue to be proud of the entire group. Our team accomplished all this while welcoming two new Board Directors in 2019, fulfilling roles in our signature fundraising campaigns and fulfilling our year’s transition plan with the expansion of our service delivery area.

As we planned and moved into 2020, we were able to secure the resources to provide additional leadership development for both team and board. It is critical to provide such opportunities of personal growth for the professionals working within the agency to provide the best possible service to our families and volunteers. Mentorship is evolving to meet the needs of the ever-changing family dynamic and we wish to ensure that BBBS remains in the forefront of the charitable sector. While some initiatives have been put on hold or deferred to 2020, I wish to assure the community that BBBS remains strong. We have kept a core team in place to fulfill the needs of our community, creating and adapting to new methods of mentorship, match monitoring, and continues to build brand awareness with innovative fundraising initiatives. We look forward to the needed support of our local businesses and our national and community partners to ensure our continued success. Please know we can’t do it without you! I encourage everyone to become a Big Believer at www.bigbelievers.ca

*With Gratitude,
Michelle Miller, Board President*

MICHELLE MILLER
- VINTAGE HOTELS



2019 BOARD OF DIRECTORS

We couldn't do it without our BIGGEST champions!

Michelle Miller

Board President
Vintage Hotels

Stephen Mannell

Vice President
Flavour Art North America

Mioara Domokos

Treasurer
Grimsby Power Inc.

Tiffany MacLeod

Secretary
Vintage Hotels

Nino Fasulo

Director
TD Canada Trust

Joe Carlomusto

Director
CIBC Wood Gundy

Dianna Dymond

Director
Vintage Hotels

Bryan MacCulloch

Director
Niagara Regional Police
Service

Gynette Smith

Director
Tim Hortons

Paul Nohara

Director
Freedom 55 Financial

Frank Tassone
Past President & Director
Transportation
Engineering, Niagara
Region

Graham Guest
Director
Walker Environmental Group

Kristi Collins

Director
Lancaster, Brooks & Welch LLP

Bradley Moyer

Director
Braymark Inc.





ABOUT US

WHAT WE DO

OUR MISSION

Enable life-changing mentoring relationships to ignite the power and potential of young people.



WHO

Young people who **face adversity**

and

Are in need of an additional consistent and supportive **Developmental Relationship**

HOW

Intentionally **recruit** based on needs of the community's young people.

Match young person and professionally **screened** volunteer mentor

Monitor and support match through a professional caseworker

Train and support the mentor, young person, and family

Graduate match relationship towards "natural support"

Build a **Developmental Relationship** between the mentor and young person that:

Expresses Care

Challenges Growth

Provides Support

Shares Power

Expands Possibilities

WHAT

Social emotional competence

- Relationship skills
- Social awareness
- Responsible decision-making
- Self management
- Self awareness

Mental health & wellbeing

- Positive identity
- Mental wellness
- Social inclusion & empowerment

Educational engagement & employment readiness

- School connectedness
- Commitment to learning
- Enhanced constructive use of time

In 2019 we formulated a theory of change with support from our fellow BBBS agencies and the Search Institute



OUR VISION

All young people realize their full potential

WHO WE ARE



Caring Relationships are More Important Than Ever

Although much has changed over time, our commitment to mentoring youth has not. Since Judge Stanbury opened our doors in 1937, Big Brothers Big Sisters of North and West Niagara (BBBSnwn) has continued providing our life-changing mentorship programs FREE of charge to the young people of Niagara, and their families.

83 YEARS STRONG

AND GROWING STRONGER

ACROSS NORTH AND WEST NIAGARA

Many children and youth in Niagara who struggle with societal barriers and face adversities in their lives come through our doors every day, and we're here to provide them with consistent, quality support. At BBBSnwn, we are facilitating and building a relationship, between the mentor and young person, that expresses care, challenges growth, provides support, shares power, and expands possibilities. Mentors teach by example and make an invaluable difference to young people. With the support of a caring mentor, these risks can be reduced, or even avoided, and youth can reach their full potential.

The goal is for young people to grow into amazing adults, ready to lead our future generations. Witnessing the transformation of a young person into a confident, concerned and motivated adult is truly remarkable. Ushering them into adulthood, seeing them grow into successful, responsible members of the community and society at large is even more satisfying. Proudly, it's something our staff, volunteers, and partners, help make happen every day.



FRESH LOOK NEW BEGINNINGS



Igniting Power and Potential Across Niagara

A lot has happened for Big Brothers Big Sisters of North and West Niagara in 2019!

Gone are the days of purple branding and comical remarks on the logo (we've heard some hilarious interpretations over the years!) As of September 18, 2019, the Big Brothers Big Sisters brand has become bolder, brighter, and all around far more representative of the youth being served by our agency. The new branding is exactly the change we needed to reach a wider audience.

Old Logo



With the new branding, there is a new call to action for members of our community to be a part of something BIGGER, a movement to prove how critical relationships are for youth mental health and wellbeing. Our goal is for more people, more volunteers, and more donors to join the mentoring movement and create that spark for young people to reach their full potential as adults.

New Logo



"Mentoring is an essential service, impacting childhood brain development and creating positive cognitive, education, employment, and health outcomes. Our modernization is meant to engage a new wave of volunteers and donors and give them an opportunity to make a true difference in the world, to change two lives: their own and the life of a young person."

- W. Matthew Chater, President of BBBS Canada



THE START OF A MOVEMENT

On September 18, 2020 our staff, matches, and community supporters joined together to help make a difference, and spread the message far and wide, that we are BIGGER TOGETHER!

WE CHANGE LIVES



Potential. It exists in every kid. Yet many children and youth struggle with societal barriers and face adversities that have negative impacts such as poverty, family instability, and identity-based discrimination.

PUTTING IN THE HEARTWORK

Mentoring is an important way to give youth experience with these essential back-and-forth relationships, developing them into healthy young people better able to deal with and overcome life's adversities.

We have a comprehensive infrastructure for supporting mentorship partnerships: detailed legal screening of mentors to ensure safe participation; a broad network of professional staff supporting mentors and volunteers; systems for selecting, approving and supporting volunteers; referring families to agencies that provide other services if required for the mentee and their family.

WHICH LEADS TO BETTER FUTURES



HIGHER INCOMES



HIGHER ESTEEM



ACHIEVEMENTS



BETTER HEALTH



BELONGING

— WE HAVE MENTORED —

OVER 1000

CHILDREN & YOUTH IN 2019

RESULTING IN APPROXIMATELY

55,000 HOURS

OF CONTACT BETWEEN BIGS AND LITTLES

"I just wanted to touch base and tell you how happy my daughter Emily and I are with the Big Sister, Clara! She is so kind and sweet and such a great match for Emily. They have so much in common together and Emily has really opened up since she has been spending time with Clara. We already see such a positive change in the way Emily interacts. I wanted to thank you all there for what an amazing job you do for these kids."

- Mother of Little Sister Emily

OUR FEATURED PROGRAMS



75% FEMALE VOLUNTEERS

25% MALE VOLUNTEERS



The **Traditional Big Brothers and Big Sisters mentoring programs** provide youth between ages 6-16 for girls, and 7-16 for boys, with a role model to talk to and share the experiences of growing up with. Through regular outings, a relationship is developed between the mentor and the mentee built on trust and common interests, and is supported by our experienced case-workers. The Big Sisters mentoring program usually requires two regularly scheduled outings a month of several hours each and a minimum of a one year commitment.



The **In-School mentoring program** provides youth from grades 1-8 with a role model and a friend to talk to and share the experiences of growing up within school grounds. For one hour a week, mentors meet with their mentee and engage in activities such as board games, crafts or just hang out on school grounds.



Go Girls! Healthy Bodies, Healthy Minds is a mentor-lead, seven session program for girls between ages 10-14 that incorporates fun, educational games and activities designed to stimulate self-reflection and group discussion. Each session addresses the topics of active living, balanced eating, and feeling good.



Game On! Eat Smart, Play Smart, Live Smart is a 7-week group mentoring program for boys between ages 10-14. Through non-traditional physical activities, complemented with healthy eating support, participants are engaged in life skills, communication, and emotional health discussions designed to engage participants in the pursuit of life-long healthy lifestyles.

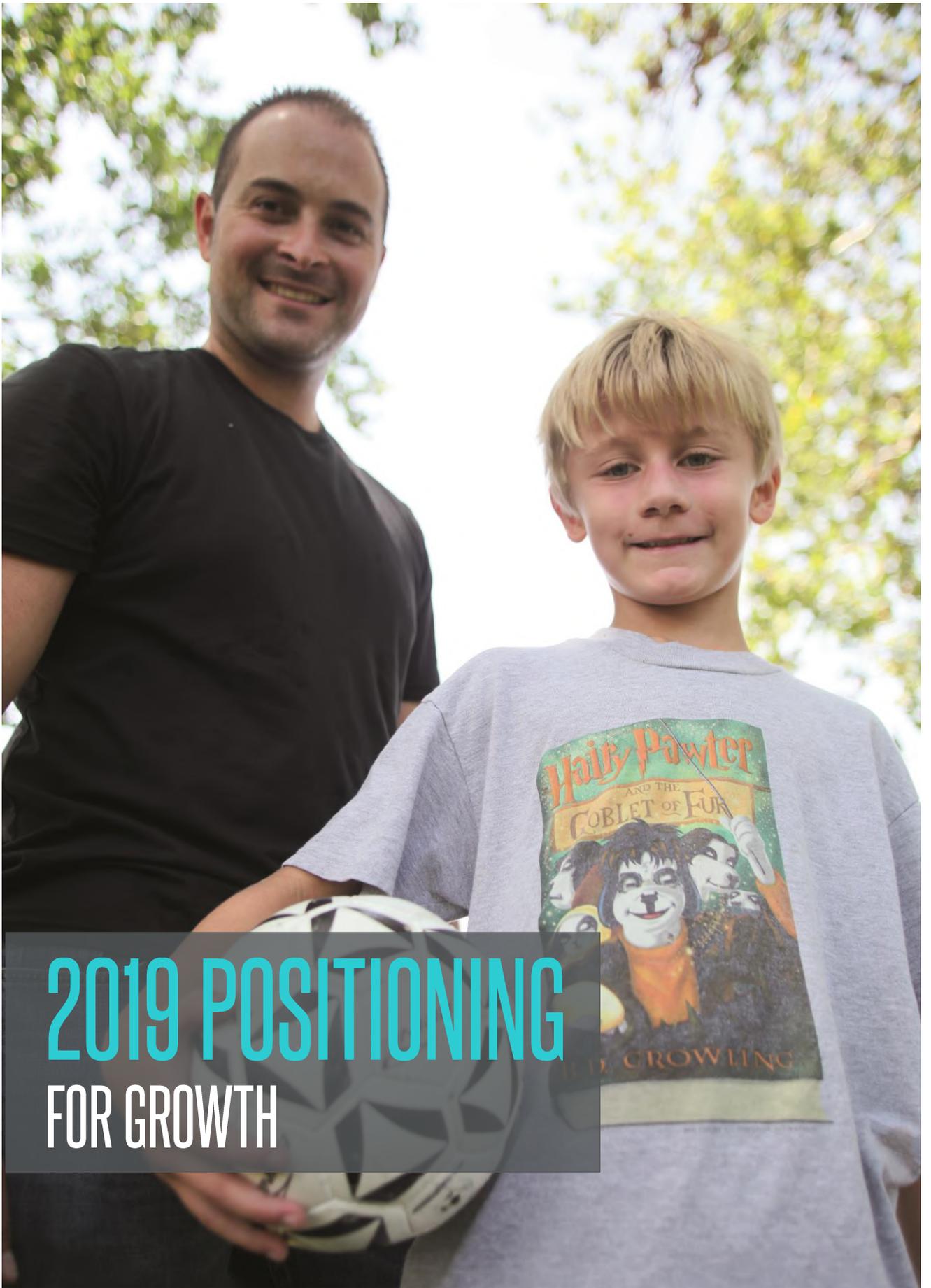
"I believe this is a beneficial program for the mentees. They are able to talk about topics, in a safe environment, they may usually feeling uncomfortable sharing."

- Go Girls! Mentor, Shayla



"I just wanted to touch base and tell you how happy we are. I wanted to thank you all there for what an amazing job you do for these kids."

- Mother of Little Sister Emily



2019 POSITIONING FOR GROWTH

2019 GROWTH



1041

Total Young People Served



55,842

Total Approximate Mentoring Hours Contributed

393



17

New Big Brother Volunteers in 2019

29

New Big Sister Volunteers in 2019

352

Total 1:1 Matches

181



New Mentor Volunteers

77

New In-School Mentors in 2019

123

New 1:1 Matches Made in 2019

Total Mentor Volunteers

COLLEGE/UNIVERSITY PARTNERSHIPS



CHANGING TWO LIVES



50

Schools Served in North
and West Niagara

25

Mentor Volunteers
in Game On! Program

118

In-School Mentor
Volunteers

71

Mentor Volunteers
in Go Girls! Program

76

Big Brother
Volunteer Mentors

98

Big Sister
Volunteer Mentors

16

Schools Run
Game On!
Program

39

Schools Run
In School
Mentoring

37

Schools Run
Go Girls!
Program

330

Youth in
Game On!
Program

173

In-School
Mentor
Matches

522

Youth in
Go Girls!
Program



MAKING AN IMPACT

Mentees and mentors alike benefit from these professionally supported relationships. When you're there for a young person as they grow up, you learn just as much as they do.



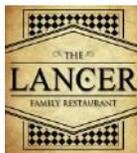
MATCH
ENRICHMENT

MORE THAN MENTORING



Thank you to our AMAZING Community Discount Partners

Because of your incredible discounts and promotions, our matches were able to spend time together enjoying various activities throughout our region! Our Littles may not have experienced these amazing adventures without your help and generous support – Thank You!



MAKING MENTOR MOMENTS

A grand total of **789 sport and event tickets** were generously donated by local businesses and community members for our matches to enjoy new opportunities and a FUN night out!

MATCH EVENTS



CELEBRATING AS ONE: MATCH CHRISTMAS PARTY

We maxed out the hall at Coppola's Ristorante with 74 of our amazing matches and waitlist youth. Thank you to our board members for pairing up with our waitlist children as your date for the night. They had a SUPER fun evening - playing games and singing with our BBBSnwn family and Santa!

TIS' THE SEASON: CHRISTMAS BASKET PROGRAM

Shop til' we drop – because everyone deserves a delicious hot turkey meal and presents under the tree at Christmas. In 2019, our amazing community members came together and helped 29 of our families have the holiday they deserve. Special shout out to Niagara Home Builders Association, and to P.L Light Systems for donating over \$1000 worth of goods- WOW!

CASTIN' THE REEL: KIDS OUT FISHING EVENT

We had an amazing turnout with 52 matches and waitlist youth who had a blast adventuring the outdoors. Thank you, Kids Out Fishing, for providing this unforgettable experience and kids fishing rods for free!

WATER SPORT FUN: NIAGARA ROWING SCHOOL

Our team and board members had a FUN day out on the water in the beautiful Jordan Harbour, experiencing canoeing, paddleboarding, dragon boating and more with 18 Littles and their families. The day was filled with fun, laughter, great food and positive energy.

FOOD AND SUNSHINE: SPRING BBQ PICNIC

The birds and the bees don't get in the way of our Spring Picnic! Staff treated our In-School Mentoring matches to some sun, fun, and laughter over Spring Break. Littles got to experience some bonding time outside of the classroom doing crafts, games and of course...food!



2019 EVENT HIGHLIGHTS



BIG STRIKE! TIM HORTONS BOWL FOR KIDS SAKE

3 Days – 100 teams – 93 Youth Off the Waitlist

With an analogous drop in fundraising revenue in 2018, 2019's Tim Hortons® Bowl For Kids' Sake campaign felt like a homecoming for our agency. Despite the number of competitive events during this period; a strategic return to 'boots on the ground' team recruitment coupled with a bold move to an online crowdfunding platform- Big Brothers Big Sisters of North and West Niagara was at the forefront of winter fundraising in the Niagara Region.

We would be remiss if we didn't recognize and thank our long-term presenting sponsor and community champion; Tim Hortons® Canada. With over a decade of continued event sponsorship support for this annual campaign; their financial contribution is most felt in the countless number of children that have been subsequently matched with a supportive BIG Brother or Sister as a result of their support!

28%

Growth in Revenue in 2019

64%

Donations made Online

582

Individual Participants

100

Bowling Teams Registered

Tim Hortons



2019 EVENT HIGHLIGHTS



OUR BIGGEST YEAR YET! 12TH ANNUAL WINE WOMEN AND STYLE

Watch our Go Girls! Grow

As a legacy event in Niagara, our annual Wine, Women and Style event marks the beginning of spring and new beginnings for the young girls in our Go Girls! program.

Hosted annually at Queen's Landing Hotel, a Vintage Hotel Property; this highly sought-after event is also the pivotal fundraising initiative for our Go Girls! program. Thanks to the overwhelming support of the Niagara wine community, outstanding corporate sponsors and a bighearted donation from **Laura McCain**; Big Brothers Big Sister of North and West Niagara has been to increase the number of schools in which our Go Girls! program as well as deliver preventative, interception for a younger demographic of girls in grades five and six.

11%

Growth in Revenue in 2019

274

Supportive Women Under One Roof

12

Amazing Go Girl! Mentees Attended

Our BIGGEST Supporter – VINTAGE HOTELS

Vintage Hotels & Niagara's Finest Hotels

If it was not for the kindness, generosity and support of Vintage Hotels; Big Brothers Big Sisters of North and West Niagara would not be in a position to host our annual Wine, Women and Style event. Since its inception in 2007, Vintage Hotels has charitably contributed **over \$312,000** in goods and services to this fundraising initiative!

As a result of their 12-year contribution, our agency has been able to foster healthy minds, bodies and souls for hundreds young girls through group mentorship to our communities most vulnerable youth. For this indelible impact - we are forever grateful!



THANKS TO OUR EVENT SPONSORS



Thank-You For Igniting The Power and Potential of Our Youth

Tim Hortons



Coppola's
RISTORANTE
& BANQUET FACILITY



THE
CASABLANCA
HOTEL

Edward Jones
MAKING SENSE OF INVESTING

62 Phantom Air Cadets
Acushnet Canada
AGF
Andrew Smith
Associated Engineering
BCM Insurance
Beamsville Lions
Belchoir Contracting
Bliss
BMO Global Assets
Bosak Wealth Management of RBC
Dominion Securities
Boston Pizza, Grimsby
Brand Blvd.
Canadian Tire Bank
Canadian Tire, Grimsby
CI Investments
CIBC Wood Gundy
Cla-Val
Colliers Niagara Management Ltd.
Courtyard by Marriot-Niagara Falls
CR Smith Financial Services
Craig Budd Insurance Agency-
Desjardins
Credit Bureau Services Canada
CUPE Local 1287
Danny Whitley
Durward Jones Barkwell
Dynamic Funds

Erion Insurance
Event Boutique & Co.
Evolution Salon & Spa
Found
Franklin Templeton Investments
Front Row Sports
Gaston's Auto Sales
Giant Tiger
Grand Niagara Golf and Country Club
Grimsby Benevolent Fund
Grimsby Chrysler
Grimsby Hyundai
Grimsby Kia
Grimsby Kinsmen
Grimsby Legion
Handling Specialty
Heelis Little & Almas
Hollis Wealth Management
Huntington Animal Hospital
Invesco Canada
IPC Securities
Jim and Cathy Rowaan
John Deere
Judge and Jester
Kerry T. Howe Engineering Ltd.
Lancaster, Brooks & Welch LLP
Laura McCain Jensen
Legion Grimsby
Lincoln Chamber

Linwell Gardens
Louella Hilko
Lynn Fee Team
Manulife Financial
Martindale Physiotherapy
Mary Couturier
Mary Couturier Realty
National Bank
Natixis
Newport Collision
Niagara Casinos
Niagara Ice Dogs
NRB
O'Hara TRK & Exc Inc.
Our Center Fostering
Pen Financial
People Corporation
Remax Julie Swayze
Robert Magder Financial Services
RS Material Handling
Sacco Construction Limited
SEI Investments
Simply Moto
Southcott Davoli
Sun Life Financial
Sweet Spot
Teddy's
Trivieri Service Centre
Tweed
Twenty Valley Golf Club

Urban Cravings
Village Studios
Vintage Hotels
Walker Industries
West Lincoln Therapy
Westbrook Floral
Wills Chevrolet Buick GMC
Winona Men's Club
Wreckmaster

We greatly appreciate each gift given in support of Big Brother Big Sisters of North and West Niagara and have made every effort to ensure the accuracy of this list. Please notify us of any inaccuracies or omission by contacting events.stc@bigbrothersbigsisters.ca

EVENT SUPPORTERS



13th Street Winery
62 Phantom Air Cadets
124 on Queen Hotel and Spa
Acushnet Canada
AGF
AGO
Allanburg Church
Anna Olson
Arbonne
Architect Company
Aspire MD
August Restaurant
Back 10 Cellars
Backhouse Restaurant
BB Blooms Floral Studio
Bench & Balance Elite Spa
Bench Brewery
Beamsville Lions Club
Bella Buddha Beads Jewelry
Big Head Wines
Bliss Aveda Concept Salon
BMO Global Assets
Boston Pizza
Brand Blvd
Brock Campus Store
Butler's Bar & Grill
By Request Entertainment

Canadian Tire, Grimsby
Carole Toth Photography
Casino Niagara
Cathy Kennedy
Cave Spring Cellars
Central Auto Niagara
Charlotte Fashions
Chateau Des Charmes
Chili Jiao
Chocolate F/X
CI Investments
CLA-Val
Clippings
COBS Bread
Colio Winery
Constellation Sales
COPA for Kids
Coppola's Ristorante
Corks Winebar & Eatery
Cotton Inc.
Counterpart Brewing
Creekside Estate Winery
Craig Budd Insurance Agency -
Dejardins
Dairy Queen
Dan Garry & Rosie
Dani's Bistro
DanNel Transportation
Danny Whitley
David Elliot
Deanna Roberts Photography
Dillon's Small Batch Distillers

Domaine Queylus
Donna's Fashions
Doug & Carol Theurerie
Durward Jones Barkwell
Emmy Seigfried
Erion Insurance
Event Boutique & Co.
Evolution Salon & Spa
Farmboy
Featherstone Estate Winery
Fete Events
Fielding Estate Winery
Fiorucci Chiropractic
First Ontario Performing A.C
Five Rows Winery
Flat Rock Cellars
Flavour Art North America Inc.
Floribundance
Forty Creek Distillery
Food Basics
Foodland, Vineland
Found
Fourth Avenue Dental
Franklin Templeton Investments
Freedman A/V
Freshco
Freshii
Fresco's Euro Grill
Front Row Sports
Fruit Shack – Steve Pohorly

EVENT SUPPORTERS



Gadula Financial
Garden City Essentials
Garden City Lions Club
Garret – Garret Group
Garrison House
Gary Waters
GBF
George's Greek Village
Giant Tiger
Good Earth Food & Wine
Co.
Grape Growers of Ontario
Grand Niagara Golf & Country
Club
Great Clips
Great Wolf Lodge
Grimsby Chrysler
Grimsby Curling Club
Grimsby Firefighters
Grimsby Hyundai
Grimsby Kia
Grimsby Kinsmen
Grimsby Legion
Grimsby Power
Grimsby Rotary Club
Growers Cider
Handling Specialty
Harbour Estate Winery
Harold Winter
Henry of Pelham Estate
Hernder Estate Winery
Hilton Hotel Niagara Falls
Hollis Wealth
Holy Cross Hairstyling

Honey's Fashions
Hot Glass
Huntington Animal Hospital
i4C
Inn on the Twenty
Inniskillin
Integrated Osteopathy
Invesco Canada
IPC Securities, Grimsby
Ironwood Hard Cider
Jackson Triggs
Jewellery by Michael
Jim and Cathy Rowaan
Julie Swayze - Remax
Joe Carlomusto
Judge & Jester
Kame and Kettle Beer Works
Kavar Jewelers
Keke Boutique
Kelly Mason – Winemaker
Keurig
KEW Vineyards Estate Winery
Kids Out Fishing
Konzelmann Estate Winery
Lancaster, Brooks & Welch LLP
Leask Realty Inc.
Lina Linguine's
Lincoln Chamber
Linwell Gardens
LIV
Lost Craft
Louella Hilko

Luxury Nails Spa
Lynn Crawford
Manulife Financial
Mary Couturier Broker, BA.
Marquis Dream Store
Marquis Entertainment
Matt Dusk
Mattson & Co.
Meglomaniac Wine
Melodie Grant
Meridian Centre
Merritton Lions Club
Michael Allan
Mulholland Designs LTD.
NEOB Lavender Farm
Niagara College Winery
Niagara Falls Craft
Distillers
Niagara Food Company
Niagara Grape & Wine
Festival
Niagara Helicopter Tour
Niagara Home Builders Assn.
Niagara Ice Dogs
Niagara Inflatables
Niagara Parks Commission
Niagara Rowing School
Nine Zero Five Salon
Not Just Art
NPCA
NRB

EVENT SUPPORTERS



Oast House
OddBird
Oh Canada Eh! Dinner Show
Our Center Fostering
Peller Estates
Pen Financial
Penguins Marathons
Peninsula Ridge Winery
Performance Toyota
Peter Thornley
Picasso's
Pieza Pizzeria
Pillitteri Estates
P.L Light Systems
Post Office
Professional Cleaning Specialists
Queen Fashion
Queenston Mile Vineyard
Ravine Winery
Reclaimed Carpentry
Redstone Winery
Regal Florist and Garden
Center
Reif Estate Winery
Robert Magder Financial
Services
Rockway Vineyards
Sand Trap Pub & Grill
Seaway Farms
SEI Investments

Shaw Festival
Shoppers Drug Mart
Simply Moto
Simply White
Smoke House
Sobeys, Beamsville
Sobeys, Grimsby
Southcott Davoli
St. Catharines Ringette
Steamwhistle
Stella & Dot
Stoney Ridge Winery
Stratus Vineyards
Sue Ann Staff Estate Winery
Sunset Grill
Swiss Chalet – Glendale Ave
Tawse Wine & Spirits
Teddy's
The Bay
The Exchange Brewery
The Famous
The Forty Publichouse
The Gatehouse (Treadwell)
The Keg Steakhouse & Bar
The Lynn Fee Team
The Martini House
The Peanut Mill
The St. Catharines Club
The Sweet Spot

The Water Source
The Watering Can
Tim Hortons
Traeger Wood Fired Grills
Triple Bogey Brewing
Trius Winery
Twenty Kitchen
Twenty Valley Golf Club
Urban Cravings
Vanity Salon
Verity
Village Studios
Vine Floral
Vineland Estates Winery
Vintage Hotels
Walker Environmental Group
Wayne Gretzky Distillery
Weinkeller
Wellington Court Restaurant
West Lincoln Pharmacy
Westbrook Floral
Westcott Winery
White Oaks Resort & Spa
Wills Chevrolet Buick GMC
Winona Men's Club
WGAO Vineland
Wreckmaster
Ziraldo Estate Wines
Zwart Systems

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THANKS TO OUR COMMUNITY DONORS



It Wouldn't be Possible without our Invaluable Community Investors



LAURA MCCAIN



**J.P. Bickell
Foundation**



HUMENIUK FOUNDATION

THE PREVENT CHALLENGE FOUNDATION

THE WALKER FAMILY FOUNDATION

GENERAL MOTORS

1832 Asset Management
9279-8552 Quebec Inc.
AC Smith Management Inc
Adam Cook
Bill Klingender
Boldt Realty Inc., Brokerage
Bryan Cipriano
Chris Walker
Chrystine Seguin
CIBC Asset Management
Cooper Wealth Management
David Elliott
Dejardins
Della Terra
Don McMaster
Edgepoint Wealth Management
Eric Carlomusto
Erin Nagy
Erion Insurance Group
Garden City Machine
General Motors Canada St. Catharines
Propulsion Plant
Grant Thornton

Gregory Slaight
Grimsby Craft Guild
Home Hardware
Jim Garrett
Joe Critelli
Joseph Gottli
Kevin Wicken
Lakeside Electrical
Luigi Coppola
Marion Boxer
COBS Bread Bakery- St.Catharines
Marquis Systems
Michael D. Allen Architect Inc.
Niagara Pines Developments
Nicholas Wittig
Nick Conlon
Nick Dipietro
Ntaees Inv (Tim Hortons)
Ontario Paper Thorold Foundation
Gerry Coppola
Golden Arrows Advisors Inc.
Goldhawk Accounting
Maycourt Club – St. Catharines
Ontario Power Generation

OPG Corporate Citizenship Program
Orange List
Pacific Smoke
Peter McConnell
Print Three
Queen Fashion Must Haves
Reni DeVerteuil
Richard Campovari
Richard Djakovic
Richard Hong
Robert Magder
Ron Marcella
Rotary Club – St. Catharines
Ryan Vogt
Salit Steel
Stacey Mulholland
Steve Sipos
Terry Reid
THK
Tony DiGiacomo
Town of West Lincoln
Vince Coppola
Vintage Hotels
Waldemar Reimer
Woodland Associates

We greatly appreciate each gift given in support of Big Brother Big Sisters of North and West Niagara and have made every effort to ensure the accuracy of this list. Please notify us of any inaccuracies or omission by contacting events.stc@bigbrothersbigisters.ca

BIG BELIEVERS

MONTHLY DONOR PROGRAM



WHEN YOU BELIEVE – THEY ACHIEVE

Our **BIG Believers** are a passionate and determined group of community leaders on a mission to ensure that every child realizes their full potential. They are people just like you, from more every walk of life, giving anything they can to enable life-changing mentoring relationships that ignite the power and potential of all young people in our community.

BIG

BELIEVERS

MONTHLY DONOR PROGRAM

When you make a monthly donation to BBBSnwn, you are making a meaningful difference in the lives of at-risk youth through our well known and highly respected mentoring programs. Believing in our cause and spreading your generosity all year round allows the organization to have a reliable stream of funding to ensure our organization continues to grow, thrive, keep our services FREE of charge to young people with mentors who will change their lives and help them reach their full potential.

"Creating a monthly donor program was in my mind for awhile. I reflected on different ways to encourage our community to invest in Mentorship and its preventative value to the young people of Niagara. At BBBSnwn we have a strong belief that every child should have the opportunity to reach their full potential as individuals and citizens. So many youth do not believe in themselves, do not believe their life will get better, or that their hopes and dreams are attainable. I wanted a giving program that reflected our beliefs, that was easy for our community to get involved and invest in our future leaders at the same time...then BIG Believers was born." – Dale J. Davis, CEO of BBBSnwn

CHANGING LIVES



SHE BELIEVES

"I, like many women, struggled during my adolescence. Feeling lost and alone with low self-esteem; I was in search of someone, anyone to show they cared. I cannot imagine how those years would have changed if there was a place for support like Big Brothers Big Sisters. You can bet my path would have been very different. By being a Big Believer - I can do my part to change a child's future. My monthly donation means, I have the opportunity to better the lives of children in need and encourage to become the BEST versions of themselves they can be." – Nancy Kennedy, Big Believer & Wine, Women & Style Chair



STATS & PROFILES
OF WHO WE SERVE

SERVING OUR COMMUNITY



SERVICE AREA

St. Catharines, Thorold, Niagara-on-the-Lake, Grimsby, Lincoln, West Lincoln, Smithville



Map of our active areas we serve across North and West Niagara

TOP REFERRING ORGANIZATIONS OF 2019



Family and Children's Services Niagara
Les Services à la famille et à l'enfance de Niagara



Kristen French Child Advocacy Centre Niagara



OUR LITTLES

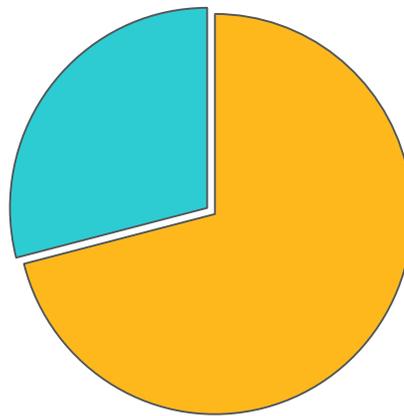


59% FEMALE

1% NON-BINARY

40% MALE

"When I joined the program I wasn't sure how I'd be able to benefit from it, but looking back today I realize the positive effect it had. I was able to do activities with my match that I wouldn't otherwise have been able to do with my mother. My Big Brother was someone I could discuss my issues and concerns with, and always get an unbiased and constructive opinion from. He really encouraged me to pursue my quest for further education, and I was able to work on my social skills and enhance my self confidence." – **Little Brother, Mikey**



71%

Elementary School
(Grade 1-8)

29%

High School
(Grade 9-12)

OUR WAITLIST

35% FEMALE

65% MALE

185

Youth on our
Waiting List



86%

Elementary
School
(Grade 1-8)

14%

High
School
(Grade 9-12)



Meet Trent: 9 years old

Waiting 1 year, 10 months.

Trent is an only-child in a single parent household. He has a contagious energy, is fond of 'silly' jokes and joins each Agency event hoping his Big Brother will be there waiting to meet.



Meet Farrah: 11 years old

Waiting 8 months

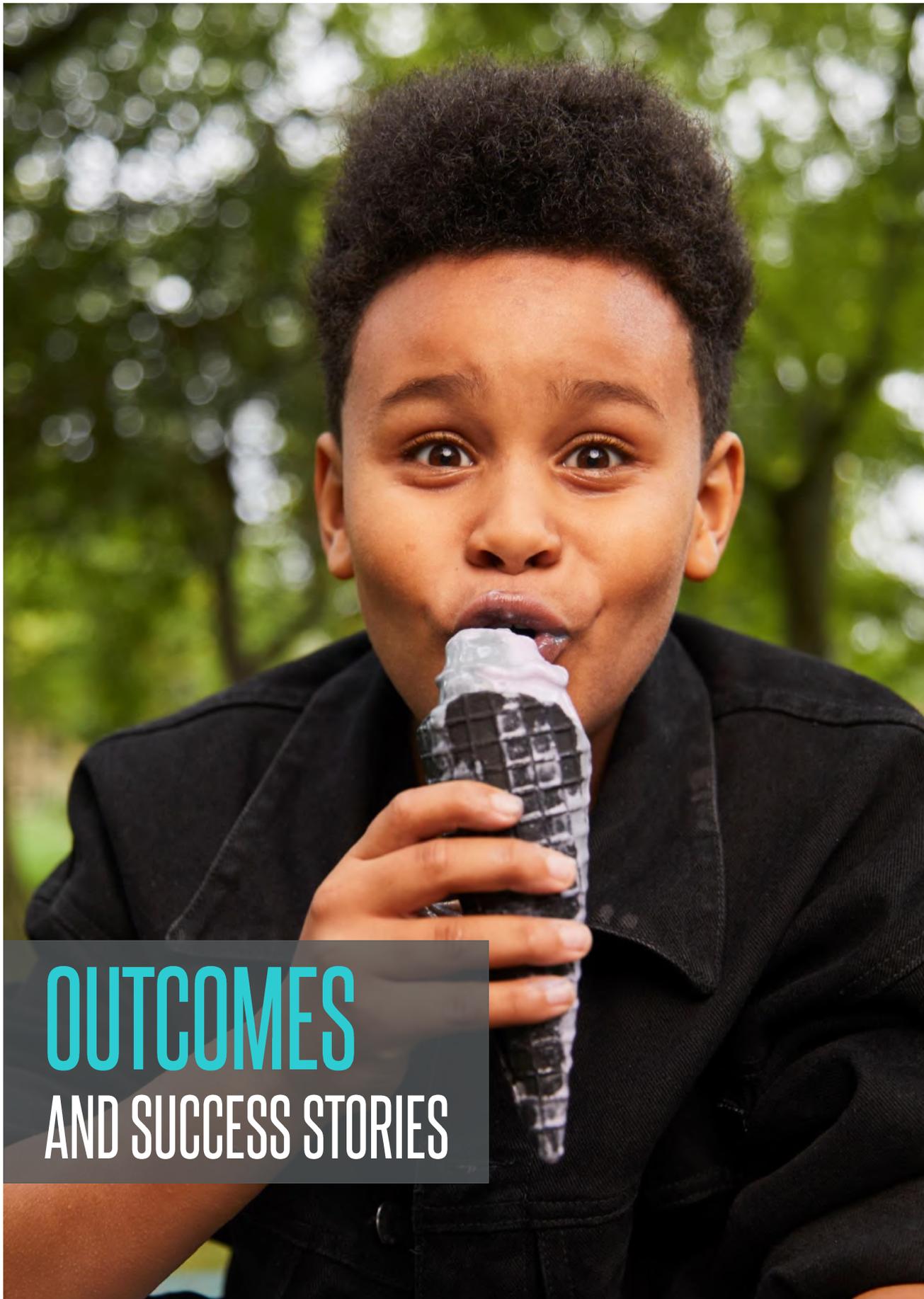
Farrah is down-to-earth, kind, creative, and versatile. She's hoping for a fun and adventurous Big Sister to be a friendly companion as her vision difficulties limits her access to peers outside of school.



Meet Zahir: 10 years old

Waiting 4 months.

Zahir loves comic books, action movies, playing with lego, and being active. Mom is looking for an outgoing Big Brother to boost his confidence & social skills.



OUTCOMES
AND SUCCESS STORIES

THRIVING INDICATORS



Former Littles involved in a recent study conducted by the Boston Consulting Group demonstrates more positive life outcomes in terms of life skills and general well-being than those who did not have a mentor from BBBS in their life.

70%

Stated that having a mentor reduced the likelihood of them bullying or being bullied at school

89%

Of our volunteer mentors feel better about themselves after volunteering

92%

Of mentored youth indicated they had a more positive attitude about school

96%

Of mentored youth indicated increased levels of happiness being matched with a mentor

"My favourite part of the Go Girls! Program is when we play running activities and sports. In the program, I learned that active living can be anything, like walking your dog – it can be small things."

– Little Mackenzie

"I believe that we are contributing to youth in a beneficial and positive way. We are encouraging them [youth] to work with someone they have not in the past, which allows them to make a new friend and get to know one another."

GUIDING OUR FUTURE LEADERS

Children and youth with mentors are more likely to graduate from high school, go to university, get full time employment and have on average higher incomes than those who do not have a mentor.



MENTORED YOUTH

81%

Report stronger financial literacy

CHANGING FAMILY LIVES



Davin (Little Brother) and Melissa (Mother)

"I may be a CEO but the letters after my name should be WSMOHCK (Working Single Mom of Happy Confident Kid). And let me tell you... I worked really hard to earn that, but I also had help."

Respectfully Submitted by Melissa, Mother of Little Brother Davin

"Single motherhood comes with a unique set of emotional challenges. Financial worries, the stress of making decisions alone and doing everything yourself but never really knowing if you're doing a good job. Everyone always told me, "a boy needs his father to become a good man", but Davin's father was absent from the beginning.

Davin faced many struggles growing up; difficulty making friends, dealing with bullying for multiple years, severe bouts of anxiety where he couldn't eat and was physically sick every single day before getting on the bus in tears. Imagine starting every morning feeling like the worst parent in the world, helpless to the suffering of your child. Over and over, I tried to get him help but with such long wait-times for any medical or mental health services, we could never get help when we needed it.

I knew something was missing from Davin's life. Something critical to his happiness. Despite giving him all the love and support we could, he still felt alone, worried and scared. I can't even count the number of times I've heard the words, "Mommy, I feel sad", but he could never explain why.

I heard about the Big Brothers Big Sisters mentoring program...I wondered if he would qualify or if this would just be one more thing we'd be turned away from. To my surprise, Big Brothers Big Sisters of North and West Niagara (BBBSnwn) made an appointment right away and welcomed us both; Interviewing us extensively, to get a good sense of what Davin needed. Finally, someone was helping.

After a two year wait, Davin was matched with Charles. I was both excited and scared that it was finally happening. I worried whether this would be yet another person that would fade from Davin's life.

WELCOME TO THE FAMILY CHARLES

I can recall the day we met Charles – we walked into see this tall bald guy with a big bushy Mountain Man beard, cut-off cargo shorts and tattoos. I remember thinking to myself, “Ohh I don’t know about this...”, but clearly BBBSnwn did. Charles and Davin immediately interacted as if they had known each other for years. In their first few visits they discovered how similar their backgrounds were and all the things and experiences they had in common, and it was in those moments that Davin knew he had found someone who understood him.



Davin (Little Brother) and Charles (Big Brother)

I know that Charles’ example is what Davin emulates and I couldn’t have asked for anyone better as his role model. In their four years together Charles has given Davin new experiences, support, love, attention, and advice; and Davin knows that Charles is someone he can confide in and trust to be there for him. Their relationship is genuine and both Charles and Davin say they fully expect their friendship to last for the rest of their lives. It breaks my heart to think of where Davin might be today had he not found his Big Brother. At best, he would be a lonely, isolated teen with no friends and no self-esteem, playing video games in his room, and likely on medication for depression and anxiety.

Instead, he has good friends and graduated from grade 8 with good grades and winning the schools citizenship award. He is full of compassion and self-confidence, and is even looking forward to the adventures that high school will bring. He is passionate about being a spokesperson for BBBSnwn and when he is old enough he wants to be a Big Brother himself so that he can change another boy’s life the way Charles changed his, and I could not be prouder.

I’m sure that any of you who are parents have explained the difference to your children about needs and wants. From my perspective BBBSnwn isn’t a want as some might think ... it IS A NEED. The service BBBSnwn provides is essential to ensure our kids get on the right track now, so they never become another tragedy or statistic and instead grow to become positive, productive, supportive members of our community.

I count my blessings every day and am so thankful that we found BBBSnwn. They facilitated, nurtured and continue to support the amazing match between Charles and Davin, and together as organization, parent, mentor and child, we changed a life. Well... three lives, as Charles’ and I will forever be changed as well.

Big Brothers Big Sisters of North and West Niagara really makes a different to the entire family.

- Respectfully Submitted by Melissa, Mother of Little Brother Davin

CELEBRATING OUR 'BIG' VOLUNTEERS



BIG Cheers to our Volunteers!

Let's all take a moment...and give a BIG grin from ear to ear and round of applause to our AMAZING volunteer mentors. Our team at BBBSnwn are thankful beyond words for their efforts to strengthen their bond and help youth flourish. It can be very tough for young people to navigate through this world, but YOU, our volunteers, make the journey for vulnerable youth more positive, and for that we are forever grateful right now, and forever. Happy Anniversary to our 2, 5, and 10 year volunteers!

2 YEAR VOLUNTEERS

Big Brothers

Dave Kevin
Ryan

Game On!

Andrew
Baldeep
Emeron

Go Girls!

Ayomilekan
Brooklyn
Hannah
Kathryn
Lauren B.
Lauren H.
Madalyn

ISM

Anatasija Brooklyn
Jim Kaitlin
Kathryn Madalyn
Melissa Mia
Mike Sam
Samantha Stephanie
Taylor

Big Sisters

Alison Jackie
Kari Virginia

Jacob
Richard
Tyler

5 YEAR VOLUNTEERS

Big Brothers

Adam Russell
Jonathan Tanner
Peter Vito

Big Sisters

Courtney
Franklyn

Game On!

Emerson

Go Girls!

Christine

"We had just visited the Butterfly Conservatory, and were talking on our drive home about some of our experiences. My

Little Sister was suddenly very open and honest about some of the challenges she had experienced, and in that moment, I thought – wow, she really trusts me to share this. I am proud of the relationship I've already built with my Little Sister."

- Big Sister, Maggie



10 YEARS – AND COUNTING

Hilda began her journey with BBBSnwn as a mentor for the In-School mentoring program. In 2013, her husband Bill decided to join her and open their arms to a Little Brother, and begin a journey of one-to-one mentorship as a couple.

COMMUNITY TESTIMONIALS



Being a single mother, there are limits to what you can teach and share with a young boy. Having a male role model in his life that my son feels safe and comfortable with, means the world to me. This program has allowed my son to open up and find the confidence he needs to be himself and to continue to discover who he is with out the fear of being judged or criticized. The constant interest and support my sons Big Brother provides has filled the void my son was missing for the first 8 years of his life. I am forever grateful to the program and the volunteers for everything that my son has experienced and learned from all this program has to offer. I truly wish this experience for all children who are missing this most precious piece of their childhood. God bless these treasures!" - **Mother of Little Brother**

"I believe this is a beneficial program for the mentees. They are able to talk about topics they may usually feel uncomfortable sharing in a safe environment, which is important. One example of this is when we were in the middle of a self-esteem activity that involved students answering questions on a rolling dice, based on the number they get. The girls seemed to avoid questions asking, "What is your favourite thing about yourself?" or "What do you love about yourself?" In the moment, we let the girl re-roll the dice until they got a question they wanted to answer. But, after the activity, my partner and I decided it would be important to address why they were avoiding self-loving questions. We decided to ask everyone to share 1 thing they really like about themselves and why. My partner, the [youth] counselor, and I went first. After seeing that there is nothing to be shy about, in terms of loving yourself, they begin to open up and answer the question. This is one example that shows how this program is beneficial to young girls learning to love themselves". - **Go Girls! Mentor, Natalie**

"I have been working as a Youth Counsellor for the District School Board of Niagara for 31 years and for many of those years I have been fortunate enough to facilitate appropriate referrals for the In school mentor program. This is a resource that I have come to rely on to support our students who could benefit from 1:1 attention from a caring adult. What makes these matches work so well is the good work that The Big Brother and Big Sister staff do in training and matching mentors with students as well as the follow up they do during the course of the match. I have witnessed the return of mentors for a second and third year and the impact they have had is life altering in the most positive way. I have seen attendance and behaviour improve a great deal as well as a child's ability to problem solve and manage with their peers. Thank you to BBBS for all that you do to support the children in my schools." - **School Liaison, Youth Counsellor**

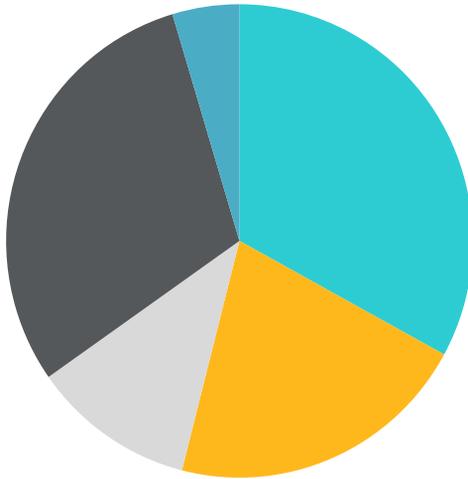


ORGANIZATIONAL FINANCIAL OVERVIEW

FINANCIALS AT A GLANCE

GENERATED **\$ 837,420** IN REVENUE

Where it
came from:



- Fundraising Events (33%)
- Corporations & Foundations (21%)
- United Way (11.3%)
- Community Donations (30.1%)
- Other (4.6%)

Year Ended December 31, 2019

	<u>2019</u>	<u>2018</u>
Revenue	\$837,420	\$720,704
Expenditures	\$817,670	\$727,097
Deficiency (Revenue over Expenditures)	\$19,750	\$(6,393)

Statement of Financial Position

	<u>2019</u>	<u>2018</u>
Assets	\$691,369	\$711,566
Liabilities	\$39,837	\$79,784
Net Assets	\$691,369	\$711,565

23:1

Social Return on Investment.

For every dollar committed to BBBSnwn there is a return of \$23 back into Niagara's future.



APPENDIX & REPORTS

AUDITOR'S REPORT

Independent Auditor's Report

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To the Members of
Big Brothers Big Sisters of North & West Niagara

Qualified opinion

We have audited the financial statements of Big Brothers Big Sisters of North & West Niagara, which comprise the statement of financial position as at December 31, 2019, and the statements of revenues, expenses and net assets and changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion section of our report, the financial statements present fairly, in all material respects, the financial position of Big Brothers Big Sisters of North & West Niagara as at December 31, 2019 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for qualified opinion

In common with many not-for-profit organizations, the association derives revenue from fundraising activities the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of the association. Therefore, we were not able to determine whether any adjustments might be necessary to donations and special events revenue, excess (deficiency) of revenues over expenses, and cash flows from operations for the years ended December 31, 2019 and 2018, current assets as at December 31, 2019 and 2018, and net assets as at January 1 and December 31 for both the 2019 and 2018 years. Our audit opinion on the financial statements for the year ended December 31, 2018 was modified accordingly because of the possible effects of this limitation in scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the association in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, 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.

In preparing the financial statements, management is responsible for assessing the association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the

AUDITOR'S REPORT

Independent Auditor's Report (continued)

association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the association's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Report on other legal and regulatory requirements

As required by Section 96(2) of the Corporations Act, we report that, in our opinion, the accounting principles have been applied on a basis consistent with that of the preceding year.

Grant Thornton LLP

AUDITOR'S REPORT

Big Brothers Big Sisters of North & West Niagara Statement of Financial Position

December 31 2019 2018

Assets

Current

Cash	\$ 236,390	\$ 238,597
Term deposits	5,558	5,489
Marketable securities (Note 4)	233,078	204,720
Accounts receivable	-	38,865
HST receivable	9,782	11,748
Prepaid expenses	<u>3,349</u>	<u>2,142</u>
	488,157	501,561

Long-term

Property and equipment (Note 5)	<u>203,212</u>	<u>210,005</u>
	\$ 691,369	\$ 711,566

Liabilities

Current

Accounts payable and accrued liabilities	\$ 27,491	\$ 24,982
Government remittances payable	11,618	10,892
Deferred grant revenue (Note 6)	<u>728</u>	<u>43,910</u>
	<u>39,837</u>	<u>79,784</u>

Net assets

Net assets invested in property and equipment	203,212	210,005
Unrestricted	<u>448,320</u>	<u>421,776</u>
	<u>651,532</u>	<u>631,781</u>
	\$ 691,369	\$ 711,565

AUDITOR'S REPORT

Big Brothers Big Sisters of North & West Niagara Statement of Revenues, Expenses and Net Assets

Year ended December 31	2019	2018
Revenues		
Donations	\$ 252,122	\$ 249,519
United Way	94,498	77,996
Special events	276,040	243,605
Grants (Note 6)	175,902	162,944
Investment income (loss) (Note 7)	31,146	(13,808)
Other income	7,712	448
	<u>837,420</u>	<u>720,704</u>
Expenses		
Salaries and benefits	572,150	498,171
Subcontract services	32,837	42,670
Special events	56,476	48,996
Program costs	8,267	15,442
Organizational development	12,842	9,029
Dues and fees	12,864	17,444
Promotion	8,760	7,665
Office	25,472	22,780
Professional fees	9,190	5,619
Mileage	10,368	7,567
Insurance and property taxes	17,257	15,455
Rent	9,355	3,118
Utilities and telephone	15,107	11,760
Repairs and maintenance	7,928	7,723
Bank and credit card charges	12,004	6,395
Amortization	6,793	7,263
	<u>817,670</u>	<u>727,097</u>
Excess (deficiency) of revenues over expenses	\$ <u>19,750</u>	\$ <u>(6,393)</u>
Net assets, beginning of year		
	\$ 631,782	\$ 438,346
Excess (deficiency) of revenues over expenses	19,750	(6,393)
Net assets transfer from Big Brothers Big Sisters of Grimsby, Lincoln and West Lincoln (Note 2)	-	199,829
Net assets, end of year	\$ <u>651,532</u>	\$ <u>631,782</u>

AUDITOR'S REPORT

Big Brothers Big Sisters of North & West Niagara Statement of Cash Flows

December 31	2019	2018
Increase (decrease) in cash		
Operating		
Excess (deficiency) of revenues over expenses	\$ 19,750	\$ (6,393)
Amortization	6,793	7,263
Unrealized (gain) loss on marketable securities	<u>(23,363)</u>	<u>25,485</u>
	3,180	26,355
Change in non-cash working capital items		
Accounts and HST receivable	40,831	(39,105)
Prepaid expenses	(1,207)	11,952
Accounts payable and accrued liabilities	3,235	10,518
Deferred grant revenue	<u>(43,182)</u>	<u>13,373</u>
	<u>2,857</u>	<u>23,093</u>
Investing		
Purchase of marketable securities	(4,995)	(18,058)
Redemption (purchase) of term deposits	(69)	134,260
Purchase of property and equipment	<u>-</u>	<u>(2,794)</u>
	<u>(5,064)</u>	<u>113,408</u>
(Decrease) increase in cash	(2,207)	136,501
Cash		
Beginning of year	<u>238,597</u>	<u>102,096</u>
End of year	<u>\$ 236,390</u>	<u>\$ 238,597</u>

FULL Audited Financial Statement available at BBSMENTORS.CA/FINANCIALS

COMPARITIVE EVENT REVENUE ANALYSIS

SIGNATURE EVENTS	2019	2018	2019 Budget	YOY	Growth
Bowl For Kids Sake	\$ 93,646.00	\$ 73,272.00	\$ 100,000.00	\$ 20,374.00	28%
Wine, Women and Style	\$ 66,612.00	\$ 59,974.00	\$ 45,000.00	\$ 6,638.00	11%
Charity Golf Classic	\$ 48,853.00	\$ 46,729.00	\$ 45,000.00	\$ 2,124.00	5%
Sisterhood of Soul	\$ 12,479.00	\$ 14,575.00	\$ 18,000.00	\$ (2,096.00)	-14%
THIRD PARTY EVENTS					
Jail & Bail	\$ (47.00)	\$ 3,669.00	\$ 10,000.00	\$ (3,716.00)	-101%
Masquerade	\$ 20,935.00	\$ 45,268.00	\$ 30,000.00	\$ (24,333.00)	-54%
Curl For Kids (Edward Jones)	\$ 23,672.00	\$ 11,216.00	\$ 20,000.00	\$ 12,456.00	111%
Other	\$ 26,598.00	\$ 26,708.00	\$ 10,000.00	\$ (110.00)	0%
Gross Revenue	\$ 292,748.00	\$ 281,411.00	\$ 278,000.00	\$ 11,337.00	4%
Q4 Comparative	\$ 57,039.00	\$ 74,728.00	\$ 78,000.00	\$ (17,689.00)	-24%



WE ARE
#BIGGERTOGETHER



**Big Brothers
Big Sisters**

OF NORTH AND WEST NIAGARA

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