



Fundraising for Social Change

Financial Report April 1, 2005 – March 31, 2006

The Santropol Roulant fundraising program is an opportunity to build strong relationships while we find new, exciting and entrepreneurial ways to raise funds. Giving, receiving and asking for money are all great occasions to share what is important to the Santropol Roulant community. We work in solidarity with our donors — who are voting members! — to nurture a funding climate that is collective, effective and creative.

We believe that a community organization can and should be an expression of its community. From silk-screening workshops where we create our own merchandise, to the Friperie, to our Annual Bazaar and Gala, our fundraising initiatives allow individuals to support the Roulant in diverse and engaging ways while gaining valuable skills useful in their personal lives. Every fundraising initiative is an opportunity to learn, to engage the diverse members of our community, and to encourage a myriad of different ways to give.

Donors, clients, friends, volunteers, neighbours, staff and board all help achieve the 'triple bottom line' of social, environmental and economic sustainability. Without the individuals in our community and the individuals that partner with us in foundations, businesses and the government, we would not be the organization we are today.

For more information on the Fundraising for Social Change philosophy, visit our website at www.santropolroulant.org



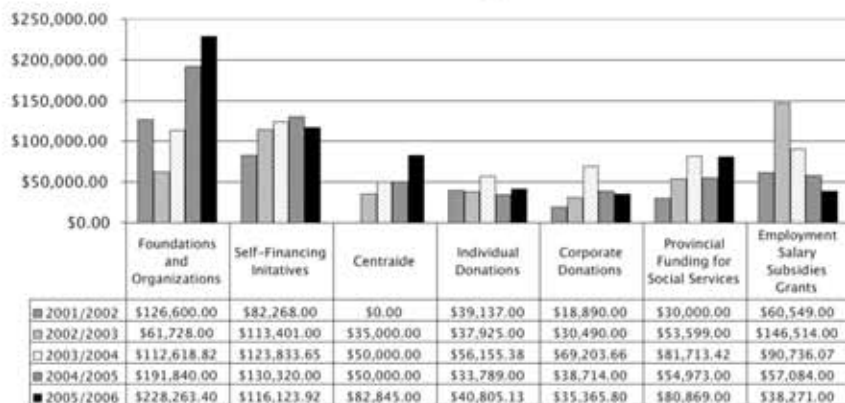
Statement of Earnings

This is an extract from the audited financial statements prepared by Jocelyne Loiselle, chartered accountant (July 2006). Complete financial statements are available for consultation at Santropol Roulant: 4050, St-Urbain, Montréal, Québec.

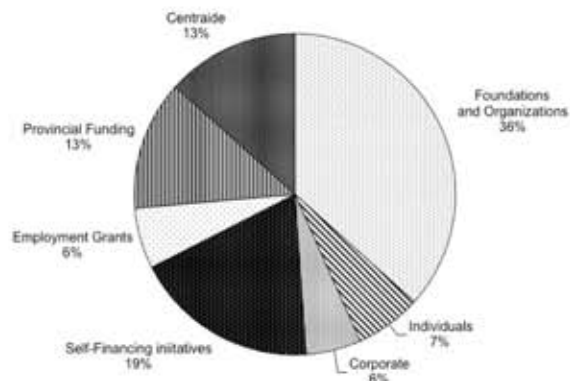
Santropol Roulant Inc. / Santropol on Wheels Inc.
Statement of Earnings for the financial year ending March 31, 2006

PROCEEDS	2006	2005
Foundations and organizations	310908	234574
Individual Donations	41411	33789
Donations from private companies	27426	38714
Net contributions from clients- meals on wheels revenue	81049	89920
Benefits and fundraising events	41810	40400
Miscellaneous revenue	<u>778</u>	<u>185</u>
	\$503,382	\$437,582
Amortization of deferred grants for capital assets	<u>1858</u>	<u>1 093</u>
Federal program – HRDC youth employment services	-	10 360
Federal program – HRDC summer job placement	6468	7 840
Provincial program – Work market development funds	29553	35 134
Provincial program – MESSF aid program for elderly people	17107	16 773
Provincial program – MESSF aid program for community organizations	40157	38 200
Provincial program – Minister of family, the elderly and the status of women	20000	-
Recyc-Quebec	3605	-
Community experience initiative	<u>2250</u>	<u>3 750</u>
	\$119,140	\$112,057
	\$624,380	\$550,732
EXPENSES		
Operating costs – Meals on wheels project	90223	100 954
Operating costs – Community and intergenerational project	22429	21 752
Rooftop garden project	9300	5761
Living labs project	21846	15 424
Salaries, allowances and social contributions	376084	356 155
General and administrative expense.	<u>69734</u>	<u>55 597</u>
	\$589,616	\$549,882
EXCESS OF REVENUES OVER EXPENSES FOR THE EXERCISE	\$34,764	\$850

Sources of Funding 2001-2006



Revenue Sources 2005-2006



For fundraising evaluation purposes, totals in the charts above are calculated slightly differently than those on the statement of earnings.

Behind the Numbers

Foundations and Organizations

Foundation and organization funding continued to grow steadily this year. Highlights include: **Alternatives** more than doubled their previous year's contribution for the rooftop garden project. The **J.W. McConnell Family Foundation** also confirmed support of the Living Labs Applied Dissemination project through to 2007. Through a new partnership with **Moisson Montreal**, our kitchen now receives weekly food donations that help offset food costs.

Centraide

This year for the first time, **Centraide** switched from project funding to supporting core operations, with an annual contribution of \$70,000 confirmed over 3 years. We also won Centraide's 2006 **Agnes C. Higgins Award**, recognizing innovation in meeting the social needs of the community.

Individual Donations

Friends, family and neighbours reconnected with Santropol Roulant as we celebrated our 10th anniversary in 2005. Other individuals also deepened and strengthened their relationships by becoming monthly donors, helping secure our future and our stability! To find out more about the benefits of becoming a monthly donor, call (514) 284-2771.

Corporate Philanthropy

Local businesses and corporate sponsors continue to support our events, hold third party fundraisers, sell our merchandise and offer in-kind donations. This support is especially important in enabling us to experiment with new ways of bridging the for-profit and not-for-profit sectors.

Self-financing

Self-financing is an emerging element of Santropol Roulant's fundraising program. This past year saw the debut of the **Friperie**, an initiative that raises money while recycling clothes and used items. Our fundraising events, including the **Annual Bazaar** and **Gala**, were again great hits. The **Bicycle Workshop** raised funds over the summer, and third party fundraisers grew in number – from **Michael Recycle's** corn roast to concerts at the Divan Orange to proceeds from a hockey tournament all going to the Roulant. Our merchandise also diversified with the launch of our 2006 agenda! All our merchandise is available at Santropol Roulant and on-line (www.santropolroulant.org).

Government

We continued to receive three provincially funded Emploi-Quebec contracts. This year we also received funding from the **Minister of the Family, Seniors and the Status of Women** to help increase the participation of seniors in an intergenerational community. **Recyc-Quebec** also jumped on board to help with our vermicompost initiative.

A Note from Cheryl on Autonomy

At a recent gathering at the Roulant, one of our clients mentioned her feelings regarding autonomy. For her, she said, autonomy was the ability to ask for and receive help without the threat of having absolutely everything done for her. Another member added to this by saying that though we all want to be autonomous — from our “terrible-two” years to our teens and into adulthood — we never are completely without the need of others. The kind of assistance we need may be ever-changing — but it seems that we never lose that desire for independence and, in observing the day-to-day activities of the Roulant, I suspect that we all do harbour a desire to give as well.

I am privileged to witness the generosity of the volunteers who pass through our kitchen, garden, office and neighbourhood every week. I am equally humbled by the grace and giving natures of our client members who, despite some loss of autonomy, provide us with the richness of their stories, smiles and contributions. Some are donors, some give advice or tell jokes, some give delivery volunteers personally hand-knit slippers, some slip a kind word in with their bill payment; all give reason to this community that brings all kinds of people together. Mother Teresa said, “It's not how much we give but how much love we put into giving.” As an observer of the actions of our clients, volunteers, staff, neighbours and donors, I'm sure I am not alone in thinking: I feel the love!



Cheryl Williams has been the Client Manager at Santropol Roulant since 2002. She also inspires the Roulant community with her extensive repertoire of dance numbers.

Exploring Membership to Shape Our Future

In March 2005, Santropol Roulant became a member-based organization. Since then, we have been experimenting with the question of what membership means in this intergenerational community.

We value the connections between our members, whether they are volunteers, clients, donors or staff. Once a year our members come together to elect the Board of Directors. Through their day-to-day involvement they also play a vital role in guiding Santropol Roulant's evolution.

This year marked the birth of two new projects at Santropol Roulant, exploring how our members' vision for a better world and a healthier community can be expressed through participation within the Roulant community. These projects are creative and highly participative. They reflect our organizational values and are important opportunities for our members to connect as part of a diverse community. The insights we glean will inform Santropol Roulant's own evolution, as well as providing learning we can share with other groups and individuals.

Seniors Staying Healthy and Active in the Community: An Intergenerational Inquiry

Led by an intergenerational steering committee, this project is helping Santropol Roulant develop a better understanding of how personal connections can grow here, sparked by involvement in the Meals-on-Wheels service. Insights from this intergenerational inquiry grounded in dialogue will help ensure that we design programs and activities to best match the energy and aspirations of our client members. We thank the Foundation of Greater Montreal for their support.



Fondation du Grand Montréal
Foundation of Greater Montreal

Nourishing Intergenerational Engagement at Santropol Roulant

In a parallel initiative, Imagine Canada's Knowledge Development Centre is supporting us to explore how an engaging model of youth volunteerism can address changing demographics, in particular a growing interest to take part in Santropol Roulant as a family. Our past work identifying important values in building a vibrant volunteer organization have highlighted a sense of safety and family that exists at Santropol Roulant. We believe that community organizations can play a supporting role for families, strengthening the social fabric of urban communities where people often feel disconnected and isolated.



Imagine Canada
New Horizons, Infinite
Possibilities, Endless
Engagement

Our Partners

Private Businesses

Accenture Inc.
ACTRA
Alcan Inc.
Banque TD
Bax Investment Ltd.
Blanc de Blanc Café
Brasserie McAuslan
Bummi
Buster Harveys
Café Santropol
Cat's Corner Dance Production
Centre d'action bénévole du Grand Montreal
Centre D'affaire Montreal
CGI
CIBC

Colby, Monet, Demers, Delage & Crevier
DJS Holdings
Eastman Systems
Eco Hosting
Else's
Federal Equipment
Ferme Cooperative Tourne-Sol
Fontaine Santé
Florateria
Imagina
Jenx & Co.
K&B Fruits and Vegetables
La Maison Verte
Le Grand Cycle
Le Point Vert
Le Vieux St. Laurent

MBNA Canada
Montreal Volunteer Bureau
Morgan Farms
Montreal Auto Prix
Patati Patata
Petro Canada
Pfizer
Pic Sou
Power Corporation of Canada
Price Waterhouse Coopers
Puca Puca
Saputo LTD
Soupe Soupe
The Gazette Employee Fund
Viandes St. Laurent

Foundations & Organizations

Abe & Ruth Feigelson Foundation
Alternatives
Alice and Euphemia Stewart Family Foundation
Burton Charitable Foundation
CEI - Community Experience Initiative
Centraide
Claridge Foundation
EJLB Foundation
Evergreen
Fondation Marcelle et Jean Coutu
Foundation of Greater Montreal
George Hogg Family Foundation
Gustav Levinschi Foundation
Hay Foundation

Hylcan Foundation
Imagine Canada
John Baker Fellowes Foundation
J.W McConnell Family Foundation
Les Soeurs de Ste-Anne de Québec
Masonic Foundation of Quebec
MAZON Canada, A Jewish Response to
Hunger
Moisson Montreal
Nissan Foundation
Stephen R Bronfman Foundation
UPS Foundation
Zeller Family Foundation

Government

Government of Canada:
Human Resource Development Canada
Summer Career Placement
Government of Québec:
Emploi-Québec (Subventions salariales
d'insertion d'emploi)
Ministère de la famille, des aînés et de la
condition féminine
PAPA (Programme d'aide aux personnes âgées
en perte d'autonomie)
PSOC (Programme de soutien aux organismes
communautaires)
Recyc-Québec