

# PLANTING THE SEEDS OF A LEGACY



**MEALS on WHEELS**  
**LONDON**

TOGETHER, WE CAN DELIVER.

## ANNUAL GENERAL MEETING

2017-18 ANNUAL REPORT

# PLANTING THE SEEDS OF A LEGACY

"TO EVERYTHING  
THERE IS A  
SEASON...A TIME TO  
PLANT AND A TIME  
TO HARVEST...  
ECCLESIASTES 3:1-3



Bill Diver,  
President

Sarah Campbell,  
Executive Director

## PRESIDENT AND EXECUTIVE DIRECTOR REPORT

The song made the poem from the bible famous in the 1960's, to Everything, turn, turn, turn...

2019 will mark 50 years for Meals on Wheels London!


Like all living things, an organization is made up of the sum of it's parts and is a growing, developing and maturing thing. This past year has been another year of change, expansion and definition. As we continued our focus on completing our three year strategic plan established in 2015, we broke ground in areas that required growth. We delivered more meals in 2017/18 than any previous year, we raised more money and launched a successful new fundraising event, and we evolved our methods inside the organization setting us up for significant growth as the demographics in our society shift to the largest group ever! All of this is possible thanks to the over 400 volunteers and dedicated staff team.

As all mature plants do, Meals on Wheels too has planted some seeds based on our rich history to grow our impact into the future. We launched the Village Table, our new social enterprise, supported by a seed grant from the Ontario Trillium Foundation. We planted the seed of community building through food with cooking classes at our Village Table location at 630 Dundas. We tended to the growth of the seeds planted the last year of the breakfast program which delivered over 12000 units this year, all while maintaining our food box program. We stand firm on the legacy of those who had a vision of an organization that would support seniors and people living with disabilities to live, cared for by their community, in their own homes as long as possible. We are certain those who planted the seed nearly 50 years ago, would be pleased to see how the organization continues to invest in services for the future.

This year, both Sarah and I will pass the baton of leadership on to capable, passionate and seed bearing successors. We hope that our service joins the many leaders who have served before us to leave a legacy of hope and support in our community.

A handwritten signature in dark ink, appearing to read 'Sarah'.

A handwritten signature in dark ink, appearing to read 'Bill Diver'.



WHAT IS A  
LEGACY?  
IT'S PLANTING  
SEEDS IN A  
GARDEN YOU  
NEVER GET TO  
SEE...



**MEALS on WHEELS**  
**LONDON**

TOGETHER, WE CAN DELIVER.

# SEEDS OF SUSTAINABILITY

Meals on Wheels London has always been an organization that sells a product...our meals. This year through a Trillium Grant we were able to examine the ways that we could use social enterprise to reduce the cost of a meal. We learned that Social Enterprise can be part of our future! We discovered that developing a new arm of business such as the Village Table is challenging, but has the potential to deliver new streams of revenue. Moreover, we learned that we have a captive audience through our current clients and the sales

achieved through our breakfast program. This seed will grow in many ways in the future allowing us to manage production costs, offer more options and grow our customer base!

Ontario  
Trillium Foundation



Fondation Trillium  
de l'Ontario

An agency of the Government of Ontario  
Un organisme du gouvernement de l'Ontario

THE  
*Village Table*  
TMT

IN SUPPORT OF  
MEALS ON WHEELS LONDON

## SEEDS OF COMMUNITY

Supporting independence means supporting people in building skills, creating connections and nurturing community over food! This year, Meals on Wheels London partnered with food education specialists Growing Chefs Ontario to facilitate two inter generational cooking sessions. We hosted children's programs enlisting the help of seniors as facilitators for 7 sessions and then worked with seniors groups, to co-create cooking classes tied to memories and culture and done in conjunction with university students.

Food has the amazing ability to bring people together and build community. Both students and seniors reported enjoyment of the meals made together as well as deep enjoyment of working with each other.



112 Children

35 Senior facilitators

112 Seniors participants

64 Student participants

323 shared meals

352 take home meals

45 recipe's shared



New Horizons  
for Seniors Program

Engaging Seniors, Strengthening Communities

Together we  
served 2,251  
clients

19,500  
volunteer  
hours

7.2 years is the  
average length  
of service for a  
volunteer

60,000  
meals at  
subsidized  
rates for  
clients



Since 2011  
the need for  
subsidy has  
doubled

We delivered  
130,335  
meals last  
year

8,464 rides to  
Wellness related  
appointments

200% is the  
increase we have  
seen in  
fundraising in the  
last three years!

\$390,000 is  
the estimated  
value for  
volunteer  
hours


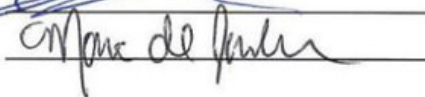
Meals on  
Wheels will  
turn 50 in  
2019!

\$116,362 is the  
amount of  
subsidy provided  
to reduce cost of  
service for those  
that need it

**MEALS ON WHEELS LONDON**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT MARCH 31, 2018**

<b>ASSETS</b>		<b>2018</b>	<b>2017</b>
<b>Current Assets</b>			
Cash - general fund	\$	81,746	\$ 71,269
Cash - fund 3		138,518	566,512
Investments (note 3)		485,168	140,119
Accounts receivable		116,822	89,232
HST rebate recoverable		13,991	13,865
Due from PSW Training Project (note 5)		-	21,329
Inventory		3,234	1,800
Prepaid expense		<u>5,300</u>	<u>8,869</u>
		844,779	912,995
<b>Tangible Capital Assets</b> (note 4)		<u>51,437</u>	<u>79,609</u>
	\$	<u>896,216</u>	\$ <u>992,604</u>
<b>LIABILITIES AND NET ASSETS</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued liabilities	\$	133,589	\$ 98,797
Government remittances payable		-	14,950
Deferred revenue (note 6)		<u>15,000</u>	<u>86,898</u>
		148,589	200,645
<b>Deferred Contributions</b> (note 7)		<u>49,752</u>	<u>78,227</u>
		198,341	278,872
<b>Commitments</b> (note 8)			
<b>Net Assets</b>			
Fund 3		<u>697,875</u>	<u>713,732</u>
	\$	<u>896,216</u>	\$ <u>992,604</u>

**APPROVED ON BEHALF OF THE BOARD:**

 Director  
 Director

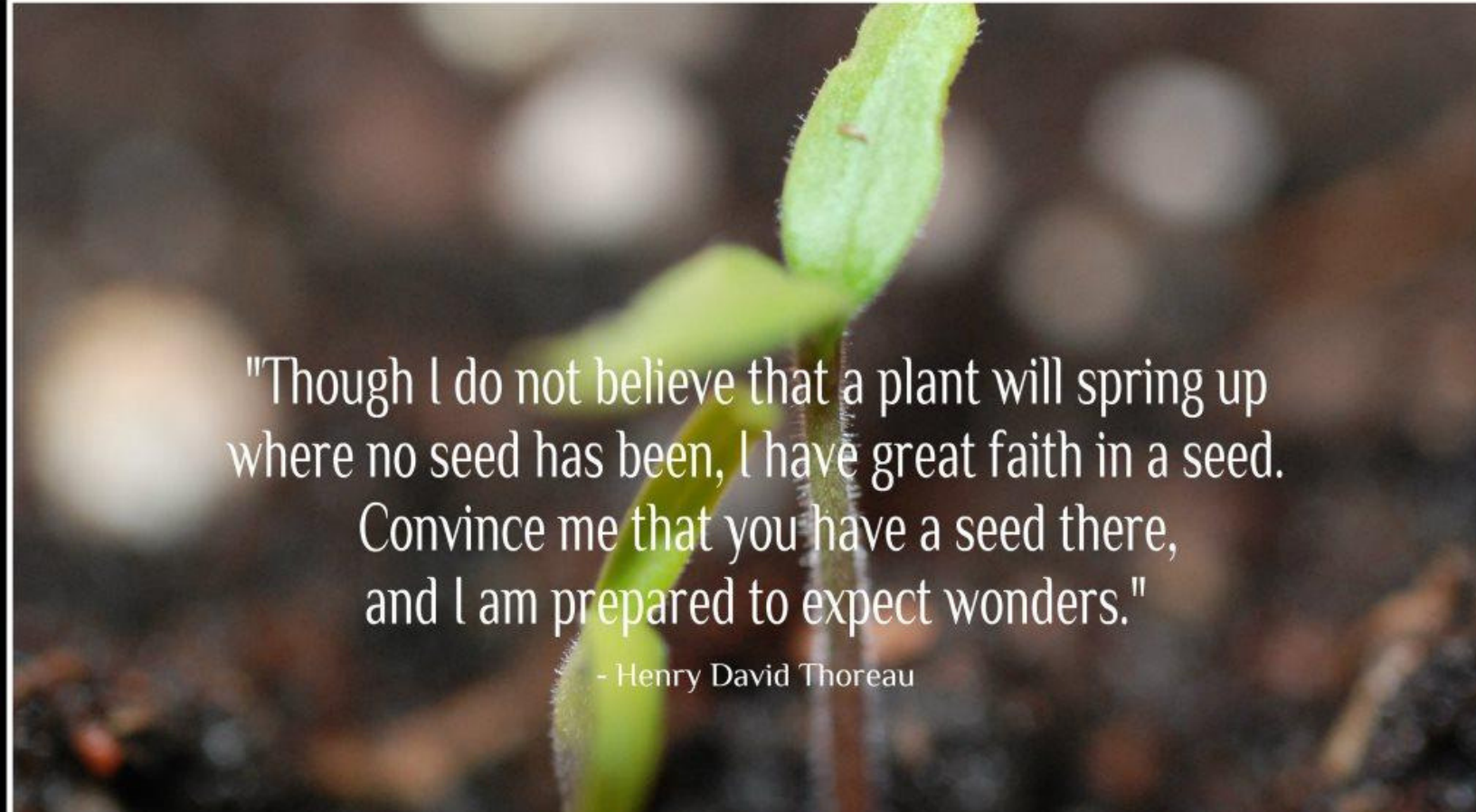
*The attached Independent Auditor's Report and notes  
form an integral part of these audited financial statements.*



**MEALS ON WHEELS LONDON**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEAR ENDED MARCH 31, 2018**

	General Fund	Fund 3 (note 9)	2018	2017
<b>Revenue</b>				
Grants - LHIN	\$ 507,453	\$ -	\$ 507,453	\$ 429,041
Grants - United Way	91,000	-	91,000	91,000
Grants - Ontario Trillium Foundation	-	66,512	66,512	8,488
Grant - Ministry of Employment and Social Development	-	24,501	24,501	-
Grants - City of London	19,000	-	19,000	19,000
Meal service - standard	432,904	-	432,904	395,291
Meal service - frozen	333,391	-	333,391	321,530
Fundraising initiatives	233,529	-	233,529	162,511
Transportation service	68,953	-	68,953	80,654
PSW management fee	-	68,929	68,929	78,409
Gas reimbursement donations	25,114	-	25,114	24,008
Interest	-	5,315	5,315	7,865
	<u>1,711,344</u>	<u>165,257</u>	<u>1,876,601</u>	<u>1,617,797</u>
<b>Expenditures</b>				
Meals (direct costs)	679,875	-	679,875	630,984
Salaries and benefits	618,142	90,919	709,061	624,744
Meal subsidy programs	67,521	-	67,521	62,034
Meal subsidy - United Way	36,500	-	36,500	37,000
Volunteer gas	65,730	-	65,730	70,553
Occupancy costs	48,713	-	48,713	49,871
Office	39,752	32,551	72,303	52,247
Technology	11,234	-	11,234	16,814
Volunteer recruitment, training and recognition	24,390	-	24,390	14,942
Fundraising	29,428	2,750	32,178	13,782
Marketing	32,729	-	32,729	12,168
Professional fees	11,307	30,763	42,070	14,296
Van operations	10,805	-	10,805	10,076
Staff training	55,530	-	55,530	7,235
Insurance	5,647	-	5,647	5,979
Crisis fund	3,177	-	3,177	4,361
Staff travel	1,615	709	2,324	2,955
Memberships	1,010	-	1,010	2,592
Bad debt	5,700	-	5,700	2,000
	<u>1,748,805</u>	<u>157,692</u>	<u>1,906,497</u>	<u>1,634,633</u>
<b>Excess (Deficit) of Revenue over Expenditures before Other Items</b>	<u>\$ (37,461)</u>	<u>\$ 7,565</u>	<u>\$ (29,896)</u>	<u>\$ (16,836)</u>
<b>Other Items</b>				
Amortization of deferred capital contributions	38,074	-	38,074	32,608
Amortization of tangible capital assets	(38,645)	-	(38,645)	(32,734)
Unrealized gain on investments	-	14,610	14,610	15,928
	<u>(571)</u>	<u>14,610</u>	<u>14,039</u>	<u>15,802</u>
<b>Excess (Deficit) of Revenue over Expenditures</b>	<u>\$ (38,032)</u>	<u>\$ 22,175</u>	<u>\$ (15,857)</u>	<u>\$ (1,034)</u>

*The attached Independent Auditor's Report and notes  
form an integral part of these audited financial statements.*



"Though I do not believe that a plant will spring up  
where no seed has been, I have great faith in a seed.  
Convince me that you have a seed there,  
and I am prepared to expect wonders."

- Henry David Thoreau

# THE MEALS ON WHEELS LONDON TEAM

**MEALS ON WHEELS LONDON IS RUN BY A DEDICATED STAFF  
AND BOARD OF DIRECTORS AS WELL AS OVER 400**

**VOLUNTEERS, WITHOUT WHOM WE COULD NOT DO OUR WORK!**

## Office Staff Team:

Sebastien de la Lande, Manager Programs and Operations  
Yvette Philippon, Manager Admin and Finance  
Chad Callander, Manager Fund Raising and Com. Engagement  
Laura Christie, Volunteer Coordinator  
Susan Edginton, Client Services Coordinator  
Rebecca Soltan, Finance Assistant  
Tess Coutu, Nutrition Programs Coordinator  
Angela Burlock, Intake and Client Support Coordinator  
Devon Mota, Admin and Executive Assistant  
Kerri Mesman, Client Services Associate  
Jo-Anne Doxtator, Client Services Associate  
Karen Osterberg, Client Services Associate

## 2018/ 19 Board:

Jeff Tomlinson, Chair  
Bill Diver, Past Chair  
Sally Bennett, Vice Chair  
Maria de Jourdan, Treasurer  
Marianne Pope, Secretary  
Diane Silva, Member at Large  
Maureen Nicol, Director  
Neevita Rathee, Director  
Gary Lowe, Director  
Jessica Williams, Director  
Pauline Andrew, Director

## Funders of Meals on Wheels

