



Alignment Review

Organization Sponsorship and Funding Viability

Prepared for *British Columbia Teen Challenge*

September 26, 2014

About Us

BC Teen Challenge is a faith-based restoration program for men and women, ages 19 and older, who are trapped in addiction. We recognize that addiction can take numerous forms and includes, but not limited to, drug and alcohol abuse. The program is residential in nature and is usually completed in 12 months. We have three locations across British Columbia, in Chilliwack, Okanagan, and Abbotsford (2 for men and 1 for women).

The organization of Teen Challenge originally began in 1958 on the streets of New York City. A pastor named Reverend David Wilkerson was burdened to help teens involved with gangs and drugs begin a new life in Jesus Christ. The ministry of Teen Challenge came to Vancouver in 1965, and was later re-launched as “BC Teen Challenge” in the year 2000. Since then, BC Teen Challenge has experienced tremendous growth: we have graduated hundreds of students, established three centres, and partnered with countless families, donors and churches in our communities.

Teen Challenge endeavours to help people become mentally sound, emotionally balanced, socially adjusted, physically well, and spiritually alive! To achieve this, we incorporate many different elements into our program, including educational training, spiritual guidance, and practical work experience.



About

Wherever Leducor works, they look for ways to go beyond job creation and engage with the local community. Forging lasting relationships, leaving a legacy that will remain long after the project has wrapped up.

Vision - Forward. Together.

Mission - Committed to building *Leducor Lifetime Clients* through accountability, innovation, quality and sustainability.

Values - These are our values and we live by them:

- Safety - Zero accidents through best practices
- Quality - Continuous measurements and improvement
- Integrity - Ethical, honest, consistent, highly regarded
- Sustainability - Balancing People, Planet, and Profit
- Success - Client and employee satisfaction, shareholder value

Ledcor employee and corporate giving reached \$2.9 million in 2013. Corporately, Ledcor focuses on supporting paediatric medical facilities and critical illness initiatives across North America. We also support the communities and industries where we do business through investment in professional development, sustainability, research, training and sponsorship. Since 2007, Ledcor has contributed over \$14.5 million. But are unable to consider requests from the following: Churches or religious organizations unless they offer vast reaching, non-denominational, community-based services with a vast reach.

Source: September 26th, 2014 -
<http://www.ledcor.com/who-we-are/values-vision>
<http://www.ledcor.com/giving-back>



Mission - The Vancouver Foundation

To harness the gifts of energy, ideas, time and money to make meaningful and lasting impacts in communities. The Vancouver Foundations purpose is to bring together community assets to address current and emerging community needs. To do this they take a broad view of philanthropy, recognizing that raising funds to tackle an issue is only part of any solution. Also engaging in citizens, organizations and governments, and inviting them to work together and contribute their time, ideas, expertise and energy to an issue. Vancouver Foundation believes this is the most meaningful and effective way to make lasting improvements.

Vision - Healthy, vibrant and livable communities across BC

A community where the people, the economy and the physical environment are thriving. A place where citizens have healthy, active lifestyles and support for their physical and mental well-being. A community that has energy and vitality. A place that honours the past but also embraces new ideas and new ways of doing things. It is a community that is adaptive, able to take on new challenges and address changing circumstances. A community where the experience of living there is positive on many different levels. It's a community that has a strong sense of civic engagement - helps all people feel a sense of belonging, offers affordable housing, well-developed transportation options, social stability, equity of both educational and work opportunities, plenty of places and opportunities to live, work and play. It is also a community that is compassionate, where philanthropy is commonplace, and the gifts of that generosity provide opportunities to help everyone reach their full potential. At Vancouver Foundation, top priority is to help build a more connected and engaged community. Supporting projects that help people become more connected and engaged to one another, to their neighbours, neighbourhood and to their larger community.

With over 1,500 funds and assets totalling \$930 million, Vancouver Foundation is Canada's largest community foundation. Each year, Vancouver Foundation and its donors make more than 4,000 grants, totalling approximately \$46 million to registered charities across Canada. Since it was founded in 1943, Vancouver Foundation, in partnership with its donors, has distributed more than \$1 billion to thousands of community projects and programs. Grant recipients range from social services to medical research groups, to organizations devoted to arts and culture, the environment, education, children and families, disability supports for employment, youth issues and animal welfare.

Source: August 17, 2014 - <http://www.vancouverfoundation.ca>



**VICTORIA
FOUNDATION**

CONNECTING PEOPLE WHO CARE
WITH CAUSES THAT MATTER®

The Victoria Foundation

The Victoria Foundation is a community foundation and a registered charity. By connecting visionary donors with causes that truly matter, they invest in people, projects and non-profit organizations that make our communities stronger - now and for the long-term. Victoria Foundation helps charitable organizations succeed in building community resources in Victoria - and increasingly, throughout British Columbia and Canada.

Vision - Connecting People Who Care With Causes That Matter®

The Victoria Foundation has a vision to make communities stronger, and share better quality of life now and for the long term. By connecting visionary donors with causes that truly matter, the Victoria Foundation is able to make positive changes in Greater Victoria and in communities across BC and Canada.

Mission

The Victoria Foundation provides leadership by, inspiring giving, thoughtfully caring for the assets entrusted to the foundation, and investing in people, ideas and activities that strengthen our communities.

Values

The Victoria Foundation values leadership, integrity, stewardship and capacity-building to support the community and helping organizations succeed.

The Victoria Foundation now manages assets of more than \$200 million – making it the sixth largest of 191 community foundations in Canada. Since 1936, the foundation has granted more than \$130 million to thousands of organizations, including close to \$1.7 million to initiatives addressing homelessness.

Source: August 17, 2014 - <http://www.victoriafoundation.bc.ca>



The John Volken Foundation

The John Volken Foundation (USA) and the John Volken Foundation (Canada) are private registered charitable organizations with combined assets of approximately \$150 million. Both are dedicated to support those who struggle, helping them become the best that they can be.

Mission

Helping those who struggle develop into self-supporting, contributing members of society and become the best that they can be!

The John Volken Foundation (Canada) currently manages assets of more than \$106 million – the foundations 2012 revenue is more than \$11 million and in the same year granted nearly \$725,000 thousand to qualified donees, non-profits and organizations and also in 2012 contributed over \$4 million to programs that the foundation carries out on its own.

Sources: August 17, 2014 - <https://chimp.net/charities/the-john-volken-foundation>
<http://johnvolkenfoundation.org>

The logo for Rennie Marketing Systems, featuring the word "RENNIE" in white capital letters on a blue background.

The logo for Rennie Marketing Systems, featuring the words "MARKETING SYSTEMS" in white capital letters on a blue background.

Rennie Marketing Systems

Rennie Marketing Systems is Vancouver's largest real estate marketing firm. At Rennie, giving back to the community is integral to operations. They support a number of food and clothes drives, charitable events and educational institutions throughout the year. As well as extensive work with museums and art-related organizations, Bob Rennie sits on the board for the Streetohome Foundation, a local organization that aims to help ensure the homeless in Vancouver have access to safe, decent, affordable housing and support services. The project has raised \$26 million to date and resulted in the building of 1000 non-market homes. Rennie is also a noted supporter of Vancouver General Hospital. Rennie is consistently listed in Vancouver Magazine's annual Power 50. In 2002 he was a recipient of the *Queen Elizabeth II Golden Jubilee Medal*, and in 2012 the *Queen Elizabeth II Diamond Jubilee Medal*, both of which are awarded to Canadians who have made a significant contribution to their fellow citizens, their community or to Canada. Simon Fraser University awarded him the *2012 Chancellor's Distinguished Service Award* for his role in the Woodward's redevelopment on Vancouver's Downtown Eastside which resulted in 536 condominiums and 200 non-market homes, and SFU's new home for the School for the Contemporary Arts.

Bob Rennie offers widespread philanthropic support to a wide array of public services and facilities in BC and Canada, making major donations to hospitals and other institutions as well as small donations to artists and good Samaritans. Bob Rennie is best known for his expertise

and contributions in the world of contemporary art. He established the Rennie Collection at Wing Sang in 2009, a privately funded art museum that is open to the public without charge. He funds the Rennie Collection Speaker Series at Emily Carr University and the Distinguished Visiting Artist Lecture Series at the University of British Columbia. Bob Rennie recently contributed \$2 million to Vancouver General Hospital and the UBC Hospital Foundation.

Sources: August 17, 2014

https://www.orderofbc.gov.bc.ca/wp-content/uploads/sites/3/2010/05/May-28-NR_Order-of-BC-2014_FINAL.pdf

http://en.wikipedia.org/wiki/Bob_Rennie

<http://www.rennie.com>

<http://www.canada.com/vancouvernews/news/westcoastnews/story.html?id=9c95dbe8-2429-475d-8a85-2028e78e2ecb>

SILVER WHEATON

Silver Wheaton Corporation

Silver Wheaton Corporation is the largest precious metals streaming company in the world.

Social Responsibility

Silver Wheaton is committed to giving back to the communities where they live and do business. The company supports a variety of organizations through charitable donations and sponsorships, including Special Olympics BC, Canucks for Kids Fund, BC Children's Hospital Foundation, the Fraser Institute and UBC's Faculty of Science. Silver Wheaton is also a proud sponsor of Pro Niños, a non-profit organization based in Mexico City. Silver Wheaton receives numerous requests for support from a wide variety of individuals and organizations, carefully reviews each request, and selects programs that best fit into its marketing plans and overall commitment to corporate social responsibility.

Although Silver Wheaton Corp. provides no actual numbers on financial contribution amounts to various organizations and initiatives its revenue is listed at US \$706,472 mil (2013) net income US \$375,495 mil (2013) total assets US \$4,389,844 mil (Dec 2013) and total equity US \$3,366,546 mil.

Sources: August 17, 2014 http://en.wikipedia.org/wiki/Silver_Wheaton

http://www.silverwheaton.com/files/docs_financials/2011-04_Silver_Wheaton_Annual_Report_FINAL.pdf

<http://www.silverwheaton.com/Home/default.aspx>



Seaspan

Seaspan is an association of Canadian companies primarily involved in coastal and deepsea transportation, bunkering, ship repair and shipbuilding services in

Western North America. In addition to the marine transportation services offered directly through Seaspan, commercial ferry, shipyard and bunkering services are provided via affiliate companies:

Marine Petrobulk, Seaspan Ferries, Vancouver Drydock, Vancouver Shipyards and Victoria Shipyards.

Community Service

Seaspan is committed to contributing to humanitarian causes in the community and makes corporate responsibility a priority. The company strives to be a positive role model for business, and has the vision and courage to take risks and be a catalyst for change. Seaspan makes investments in people and youth to help them improve the quality of their lives. Seaspan is also committed to ensuring the long term conservation of Canadian Oceans and the environment. The company provides leadership within the business community, the marine community and the community at large.

Social contributions are not easily quantified, but may have far reaching impacts on individuals, communities and the environment. Seaspan is committed to contributing to humanitarian causes in the community and makes corporate responsibility a top priority. Seaspan makes investments in people and youth to help them improve the quality of their lives. The company is also committed to ensuring the long term conservation of Canadian Oceans and the environment. The company provides leadership within the business community, the marine community and the community at large.

Sources: August 17, 2014 <http://www.seaspan.com/community-service/>
<http://www.cmaw.ca/sites/default/files/Seaspan%20Economic%20Impact%20Assessment-Final-May16.pdf>

Bell



Headquartered in Montréal, BCE Inc. (TSX, NYSE: BCE) is Canada's largest communications company, with the Bell and Bell Aliant brands providing a comprehensive and innovative suite of broadband wireless and wireline communication services to residential and business customers across Canada.

Initiatives

Bell Mental Health Initiative is a multi-year charitable program that promotes mental health across Canada via the Bell Let's Talk anti-stigma campaign and support for community care, research and workplace best practices.

Bell has committed over \$62 million to support a wide range of mental health organizations, large and small, from coast to coast. Through the Community Fund, Bell will provide grants of \$5,000 to \$50,000 to organizations, hospitals and agencies focused on improving access to mental health care in their communities.

Source: August 17, 2014 <http://letstalk.bell.ca/en/our-initiatives/>



BMO Capital Markets

BMO Capital Markets works according to the highest principles of corporate governance, operating our business ethically and transparently.

Through funding and volunteerism, they also give back directly to communities, through support of charities and non-profit organizations. BMO Capital Markets understands that supporting local communities is integral to success, and the success of neighbours.

BMO clients are as philanthropically minded as BMO Capital Markets, who support causes that are important to their clients charitable goals, as well as their own. One great way to do this is through sponsorship of charitable events. Supporting these events helps the organizations and their work, and also allows BMO to spend time with clients while doing good. The type of organizations and events BMO sponsors ranges from golf tournaments to galas, and everything from hospitals to educational programs.

In 2013, BMO Capital Markets funded 245 charitable sponsorships, totalling more than \$2 million and in the same year BMO Capital Markets contributed \$4 million to nearly 300 charitable organizations across North America.

Source: August 17, 2014 - <http://www.bmocm.com/aboutus/community/>



Coast Capital Savings

Coast Capital Savings believes in being a responsible corporate citizen and works hard to support growth and investment in Metro Vancouver, Fraser Valley and the Vancouver Island Regions.

Investing in our local communities

Taking a leading role in the success of local communities demonstrates the company's values and reaffirms their commitment to be one of Canada's top corporate leaders. Corporate Citizenship is defined as achieving commercial success in ways that honour ethical values and respect for the community, the natural environment and people. Being a good corporate citizen is fundamental to the purpose of the organization. At Coast Capital Savings, helping the community is a huge part of who they are. That's why they are out there every day donating time, money and resources to worthwhile causes.

Major Partnerships

Coast Capital Savings also considers making longer term investments in programs and events that deliver significant impact, while providing Coast Capital Savings with profile and

recognition in local communities, as well as engagement and volunteer opportunities for Coast Capital Savings staff.

Coast Capital Savings Annual Charity Golf Tournament has raised \$1.4 million since 2002. They have contributed almost \$600 thousand to BC Children's Hospital and donates 7% of pre-tax profits to local community groups which totalled \$4.8 million in 2013.

Source: August 17, 2014 - https://www.coastcapitalsavings.com/About_Coast_Capital_Savings/Helping_Communities/
https://www.coastcapitalsavings.com/About_Coast_Capital_Savings/Corporate_Information/Corporate_Social_Responsibility/Citizenship_Report/



Aquilini Developments

Aquilini Developments owns and develops real estate. The company is primarily focused on Vancouver and the Lower Mainland, but has holdings across Canada, US and Italy.

Francesco Aquilini is the managing director of Vancouver-based Aquilini Investment Group, the parent company of several diverse subsidiaries. The company is best known for its ownership of the Vancouver Canucks and Rogers Arena, where Aquilini sits as Chairman and NHL Governor.

Community Involvement

Francesco has participated in the mentoring program Templeton High School and hosted many charity groups at Canucks games. Francesco has also given significant support to the BC Children's Hospital.

Charities the Aquilinis set up: Canucks for Kids Fund, Canucks Autism Network, Canuck Place Children's Hospice, Canucks for Kids, Find Childhood Diabetes Laboratories and the Aquilini Land Conservancy. Supporting Charities: Templeton School Boys Club, Il Giardino Italian Garden, PNE, \$1.2-million gift to Vancouver General Hospital renal dialysis division and a \$500,000 gift to help restore St. Paul's Indian Catholic Church in North Vancouver.

Sources: August 17th, 2014 - <http://www.aquilinidevelopment.com/about.php>
http://en.wikipedia.org/wiki/Francesco_Aquilini

Vancity Community Foundation

Vancity Community Foundation

was established in 1989 with an initial endowment of \$1,000,000 from Vancity Savings Credit Union.

VCF was founded with a mandate to enrich the community while building on the values of the credit union. Many of the innovations that are now applied at a larger scale within Vancity were piloted at VCF. Examples including micro-finance, higher risk lending to non-profit organizations, financial literacy support and charitable sector advocacy. It was under the guidance of an active and engaged group of stakeholders that such innovative vision at VCF began and has continued to blossom over the last two decades.

Through the generosity of donors, and the expert contributions of VCF staff, board, and partner organizations, VCF continuously strives to be a catalyst for transformation. VCF wants to see and be an integral part of thriving communities that are just and vibrant. Using community economic development strategies, partnerships, and advocacy, VCF enables community change, capacity-building and well-being.

Various funding opportunities include the VCF Strategic Program - available funding for projects within VCF's strategic focus areas of social enterprise development and community owner real estate (including housing). Donor Advised Funds - some funds open to receiving grant proposals or applications that align with fund purpose. Vancity Community Grants and Surrey Housing and Homelessness Fund. Funding criteria and application processes varies among the different programs.

VCF provided direct Loans to other charities, non-profits, co-ops and social ventures totalling \$2.9 million in 2012 and \$2.3 million to the Resilient Fund for Fixed Income Impact Fund managed by Vancity Community Capital, with additional loss provisions provided through Vancouver Foundation. By the end of 2012 VCF increased their proportion of direct impact investments to more than 16% of their assets.

Sources: August 17, 2014 - http://vancitycommunityfoundation.ca/s/sri_mission.asp
<http://vancitycommunityfoundation.ca/s/home.asp>

diamond

F O U N D A T I O N

Diamond Foundation

Charitable programs are not carried on directly by the Diamond Foundation. The diamond Foundation donates to institutions within the definition of Registered Charities for advancement of purposes of such institutions. Vancouver Foundation recognizes the complexity of communities and funds a wide array of areas including animal welfare, arts and culture, children, youth and families, education, environment, health and social development, medical research, youth philanthropy and youth homelessness

Vancouver Foundation 2012 assets total \$748.39 million and donated over \$5.6 million to qualified donees the majority being registered charities but other organizations qualify as well.

Sources: August 17, 2014 -
<http://www.biv.com/article/20121204/BIV050101/121209972/-1/BIV/biggest-registered-foundations-in-bc-in-2012>
<https://chimp.net/charities/diamond-foundation>



Scotia Bank

Scotiabank is actively involved in sponsorships and community development. At Scotiabank, community involvement and sponsorship is an important part of the way they live, work and do business every day.

They recognize the importance of access to opportunities that enrich Canadian communities. By

helping Canadians across the country bring their passions to life, Scotiabank believes we all become richer. They prioritize support of hockey, the arts, marathons, and many other community initiatives that celebrate our unique passions and embrace our diversity. Scotiabank has a Bright Future Program, a global philanthropic program, which brings together the passion of our employees, the insight of our partners and the spirit of our communities. Providing strong support to the community is central to everything at Scotiabank. Scotiabank is committed to supporting the communities in which they live and work. They sponsor a variety of events that celebrate the diversity of cultures that make up Canada.

In fiscal 2013, Scotiabank contributed over CAD\$ 62 million in donations, sponsorships and other forms of assistance globally. Scotiabank employees across the Bank's global locations also contributed more than 424,000 hours of volunteering and fundraising time to local causes.

Sources: August 17, 2014 - <http://www.scotiabank.com/ca/en/0,,382,00.html>
<http://www.scotiabank.com/brightfuture/index.html>



**FOR
WHAT
MATTERS.**

CIBC

CIBC is committed to supporting organizations that assist Canadians in need through skills development, including financial literacy and employment opportunities, increased access to community services and promoting equality and diversity. CIBC is committed to supporting causes that matter to their clients, employees and communities - with a focus on Kids, Cures and Community. They aim to make a difference through corporate donations, sponsorships

and the volunteer spirit of our employees. They support causes including the Canadian Breast Cancer Foundation CIBC Run for the Cure, the CIBC Children's Foundation and United Way. CIBC invests in the social and economic development of communities across the country.

In 2013, CIBC contributed more than \$41 million, including \$22 million in charitable donations, to over 1,870 organizations in 430 communities.

Sources: August 17, 2014 - <https://www.cibc.com/ca/inside-cibc/community-matters/funding-guidelines.html>
<https://www.cibc.com/ca/inside-cibc/in-your-community.html>

ALIGNMENT ASSESSMENT CONCLUSION

Alignment referring potential sponsorships is identified by the high degree of match between the mandates, mission, philosophies and nature of supports currently offered by each organization and by future initiative contexts established through increasing standards and projections. Analysis of BCTC and the various foundations and organizations listed above specifies alignment and has been tailored to extract available content that identifies aligning goals and proposal strategies. The conclusion is that there exists a various levels of potential with these major organizations in aligning purposes and that uniting through proposals and program

offerings would be of greater benefit to all current and future programs and community services that would benefit and could be offered by BCTC.



ANALYSIS Please review all organizations listed above and specific proposals will be written on behalf of BCTC on a volunteer basis by Heather Lemieux, Technical Writer, for potential funding and alignment opportunities between these organizations and BCTC.



Freelance Technical Writer
www.heatherlemieuxwriter.com
lemieux.writes@gmail.com
@LemieuxHeather
250.486.4872