



Zhubin Foundation

- Who we are
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- A brief report card



Who we are

- Registered charity
- Private foundation



Our Mission

- Helping families living with dependent, special need children of all ages
- Financial support to charities delivering such services in Greater Montreal area



Our people

- Directors
 - Simin Sarikhani
 - Jill Martis
 - Rosi Cinnini-Colletti

- Secretary-Treasurer
 - Zygmunt Marcinski



Our raisons d'être

- Raise funds
- Minimize “friction” between donors and our donees by minimizing operating expenses
- Invest capital prudently yet effectively for the longer term
- Careful and focused grants to donees



Raise funds

- As inexpensively as possible
 - Montreal Annual Dinner
 - Word-of-mouth
 - An effective website
 - donations by credit card (coming soon)



Raise funds (cont'd)

➤ From whom?

- Founding family
 - mostly “ten year” gifts
- Friends across Canada
 - mostly in Montreal
 - but also Toronto, Calgary, Edmonton, Vancouver
- Friends in Europe and elsewhere
 - mostly UK
 - but also France, Switzerland, Cyprus, Dubai, South Africa, Bahamas, USA



Raise funds (cont'd)

➤ Strict financial transparency

- Periodic informal reports to supporters
 - Annual Dinner in the Fall
 - Letter in May/June to international supporters
- Detailed reports filed with Canada Revenue Agency
http://www.cra-arc.gc.ca/tax/charities/online_listings/charity_listings-e.html
- Financial statements
 - Posted on our website
 - Unaudited
 - Prepared however by PricewaterhouseCoopers LLP



Minimize “friction” between donors and our donees

- No office rental
- No telephone cost
- No bookkeeping costs
- No salaries
- So what’s left?
 - Stationary, postage, and PO box rental
 - Website design, periodic update, and domain name fee
 - Annual dinner
 - Investment safe custody and advisory fees
 - Financial statement preparation



Invest capital prudently yet effectively for the longer term

- Long-term view focused on value rather than income
- Hence a heavy bias towards “blue chip” equities
- Top-drawer discretionary investment manager
- Secure
- At a reasonable cost



Careful and focused grants to donees

- Overall strategy: “better to have fewer but larger grants”
 - More tangible impact of our grant
 - Greater influence we have on the donee

- Receive and review *unsolicited* grant applications
 - 16 to date

- Identify *possible* donees
 - Must fit our Mission Statement target
 - 5 to date



Careful and focused grants to donees (cont'd)

➤ Two-pronged initial investigation of *possible* donees

“Top down”

- Interview program directors
- Financial review

“Bottom up”

- Interview service recipients, i.e. families
- Interview related service providers



Careful and focused grants to donees (cont'd)

➤ Follow-up after the initial grant

“Top down”

- Reports
- Visits

“Bottom up”



A brief report card

Raise funds

<i>Year</i>	<i>"10-year" donations</i>			<i>Unrestricted donations</i>				<i>Total</i>
	<i>Family</i>	<i>Other</i>	<i>Subtotal</i>	<i>Family</i>	<i>Canada</i>	<i>Abroad</i>	<i>Total</i>	
	\$	\$	\$	\$	\$	\$	\$	\$
2003	Nil	Nil	Nil	15	300	Nil	315	315
2004	268,000	18,000	286,000	621	71,732*	1,295	73,648	359,648
2005	94,892		94,892	1,424	55,200	161,164	217,788	312,680
YTD	55,000	18,000	73,000	4,142	18,030	8,069	30,241	103,241
	417,892	36,000	453,892	6,202	145,262	170,528	321,992	775,884
	53.9%	4.6%	58.5%	0.8%	18.7%	22.0%	41.5%	100.0%

** includes receipt of \$10,000 directed contribution from another private foundation*



A brief report card (cont'd)

Minimize “friction”

<i>Years</i>	<i>Description of disbursements</i>			<i>As a % of donations rec'd</i>
	<i>Montreal Dinner(s)</i>	<i>Operating*</i>	<i>Total</i>	
	<i>\$</i>	<i>\$</i>	<i>\$</i>	<i>%</i>
2003	Nil	374	374	
2004	5,072	2,987	8,059	2.2%
2005	6,484	2,123	8,607	2.8%
YTD	(Est.) 5,500	2,759	8,259	8.0%
	17,056	8,243	25,299	3.3%

** investment safe custody and advisory fees are ignored (netted against investment income)*



A brief report card (cont'd)

Invest capital prudently yet effectively for the longer-term

	<i>Principal invested</i>	<i>Gross value increase</i>	<i>Fees incurred</i>	<i>Performance</i>		<i>Value of portfolio at year end</i>
				<i>Value increase</i>	<i>Rate of return</i>	
	\$	\$	\$	\$	%	\$
2004 (9 mos.)	309,500	15,861	(1,258)	14,603	7.2	324,103
2005	242,500	79,156	(3,732)	75,424	16.8	642,027
YTD	36,500	103,251	(3,129)	100,122	19.3	778,649
	588,500	198,268	(8,119)	190,149		778,649



A brief report card (cont'd)

Careful and focused grants to donees

	<i>Grant recipient</i>			<i>Total</i>
	<i>PEPP Montreal</i>	<i>NOVA "In- House Respite"</i>	<i>Le Centre de répit Philou</i>	
	\$	\$	\$	\$
2004	35,000*	Nil	Nil	35,000
2005	25,000	35,000	Nil	60,000
Tonight	20,000	20,000	20,000	60,000
	80,000	55,000	20,000	155,000

* includes \$10,000 grant further to receipt of directed contribution from another private foundation



A brief report card (cont'd)

In summary – from inception to date

<i>Description</i>	\$	\$
Donations collected		
• "10-year gifts"	453,892	
• foreign-source	170,528	
• other	151,464	775,884
Annual Dinners		(17,056)
Net donations		758,828
Other operating costs		(8,243)
Grants given		(155,000)
Investment yield (net of fees)		190,149
Cash and investments currently on hand		785,734