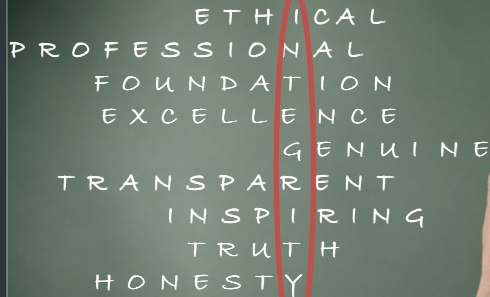


Money & Mission



ETHICAL
PROFESSIONAL
FOUNDATION
EXCELLENCE
GENUINE
TRANSPARENT
INSPIRING
TRUTH
HONESTY

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Did You Know?

Since 1995, the territory has been measuring the number of corps congregations that are self-supporting. Self-supporting is defined as not requiring any financial support from DHQ or THQ, other than what can be justified by the corps' demonstrable community services. Over that time, the number of self-supporting corps has increased from 104, or 28% of the total number of corps, to 232 or 75%. Will we ever reach 100%? Probably not. There will always be some corps that do not exert themselves to be financial independent. But every corps should be more financially independent today than it was yesterday.

Editorial

Integrity is the foundation of our financial management. It is the bedrock on which everything else rests.

The Army's good reputation depends on our ability to inspire trust, to show donors and other stakeholders that we are who we say we are.

The ends do not justify the means. We will not "cook the books". We will not take shortcuts.

We will speak the truth. We will provide full disclosure. We will be transparent.

We will not meet the minimum standards; we will surpass them.

We are The Salvation Army, and integrity is our watchword.

Office Supply / Directory Fraud

By Brenda Young, CFE

Unscrupulous telemarketers use the office supply and/or directory scam to deceive businesses into purchasing items over the phone, such as toner for photocopiers and fax machines, office supplies or directories. Telemarketers work through the "unbelievable" deal scheme where it is a now or never offer, in the hopes that their victims will act upon the urgency of the "discount".

How it works

The telemarketer makes the first call to obtain contact information and/or the make and model number of your office equipment. He/she may call under the guise of being a marketing research company. The second call is then placed to the business, offering a "deal" on toner, cartridges, office supplies, etc. However, to receive the discount, the offer must typically be acted upon immediately.

If you place an order, you will receive the office supplies. However, the product usually turns out to be inferior and the pricing is higher than normal.

This scam can also occur without the business ordering any items. The telemarketer has obtained the name of the person who normally receives supplies and sends an order and invoice to this individual.

How to protect yourself

Do not provide information about your office equipment or supplies to someone over the phone. Your authorized dealer already has this information on record and would not request it from you.

Do not purchase supplies over the phone. If you are contacted by a telemarketer, ask for the company's name, the name of the person to whom you are speaking and a telephone number. Conduct research to ensure that this is a legitimate dealer. Check the phone book or website for confirmation.

If you receive items that you did not order, immediately contact the distributor. Let them know that you are not accepting or paying for the items and they need to be picked up at the distributor's expense.

Brenda Young, a certified fraud examiner, is a member of the internal audit group at territorial headquarters.

Year-End Webinars



We held two webinars on March 31, 2011 to assist ministry units to prepare for year-end. One webinar was for units that are audited by KPMG, and the other was for units that are not externally audited. Both webinars were recorded, and are available for downloading from the finance department's web page at <http://salvationist.ca/departments/finance/consolidated-statements/>.

If you missed the webinar, be sure to take the time to download the recording. The webinar contains important information that you will need to close your year-end successfully.

Who's Who

WILLIAM J. STAFFORD is director of investments in the finance department at territorial headquarters. Bill holds an undergraduate degree in commerce and a master's degree in business administration, both from Queen's University. A chartered financial analyst, Bill enjoyed a long and varied career in investment management prior to joining the finance department in 2001. He and his wife, Shirley, a retired college professor, make their home in Burlington, Ontario.



William J. Stafford
Director of Investments

Regional Accounting Services

The finance department does not have a mandate to perform accounting for all ministry units. We are aware that there is sometimes a perception that this is indeed our goal. Certainly, our client base has grown significantly since 1998 when our regional accounting offices were first introduced. However, this growth has occurred because of our true mandate which is to ensure that all financial records are maintained accurately, prepared on a timely basis, and in compliance with territorial policies and GAAP. If a ministry unit can meet these standards, the finance department's mandate is satisfied.

So, what options are open to a ministry unit for its accounting services? There are several, some of which are listed here:

- a corps treasurer and other volunteers
- paid financial staff
- public accountants or bookkeepers on a contractual basis
- finance department staff in various regional offices

In consultation with divisional headquarters, a ministry unit chooses the option that works best for it. The finance department may be the best choice for many ministry units, since it can take advantage of its economies of scale to deliver quality services at a lower cost than some other options. For other, larger units, the best arrangement may be to hire a qualified, competent accountant.

Many ministry units have struggled to meet the accounting standards required for consolidated financial statements. If a ministry unit cannot meet territorial accounting standards, it will be given the choice of using the finance department or another qualified service provider.



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Comments, Suggestions?

Do you have comments on any of the topics raised in this issue, or suggestions for a future issue? Write to us at:
Money&Mission@can.salvationarmy.org.

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